

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

JUNE 15, 1956



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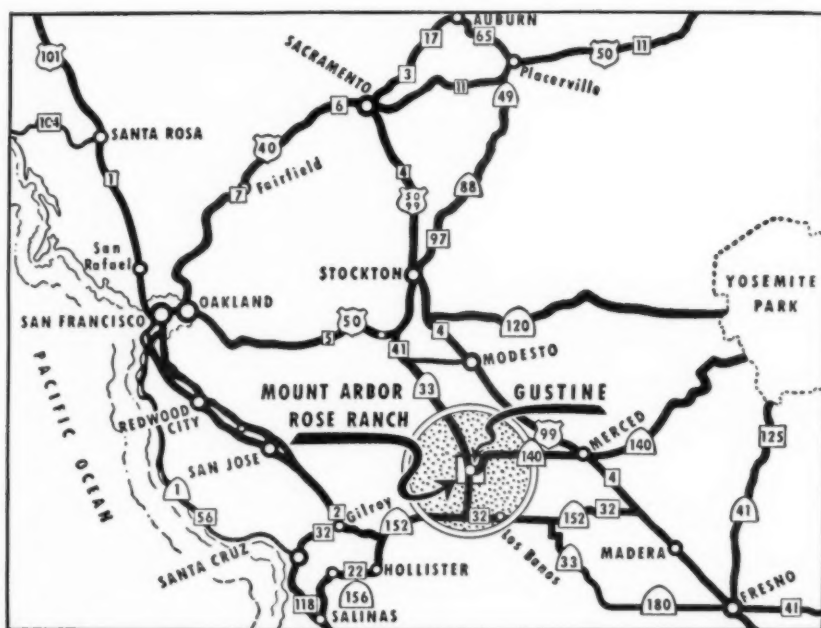
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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Editorial

DEPENDABLE PROMISES

Inclement weather this spring has delayed the operations of most landscape nurserymen. In many cases intelligent homeowners understand and are patient in respect to the postponements on their orders. There are numerous customers, however, who are neither understanding nor patient. They try nurserymen's souls.

Successful firms have found that explanation goes a long way to win customers' tolerance of delays. Vague promises and uncertain commitments, however easy a response by the nurseryman, his salesman or telephone operator, are only temporary makeshifts and unsatisfactory.

Much of the difficulty, where it occurs, is in the lack of a definite work schedule and adherence to it so far as the weather permits. Then the customer can be told where he stands on the schedule; and he will realize that a day of rain means a day's delay.

The homeowner who is given only vague promises by the landscape nurseryman is an easy victim of "wheelbarrow artists" and other undesirable operators, who can promise, and often execute, immediate plantings because they have few, if any orders on hand.

While the reputable landscape nurseryman thinks he can ignore customers thus lost at the present time, when he has plenty of others, the dissatisfaction that ensues — which probably later extends to the planting made by the "wheelbarrow artists" — does the industry no good, but actually impedes its advance in public favor. Any businessman knows the reputation gained by dependable promises — and the reverse.

CONVENTION ISSUES

The July 1 and August 1 issues of the American Nurseryman are two big issues which will hold the close interest of the nursery industry. So that convention goers will receive the special convention number before they depart for Los Angeles, the issue

is being published at the earlier date. The many articles about California's attractions will make their visit all the more enjoyable.

The late date of the A. A. N. convention this year, July 15 to 19, will necessitate a strict schedule to have the full convention report appear in the August 1 issue. American Nurseryman subscribers will receive a fast report of all activities as this issue will be on the presses the day after the convention closes and will be in the mail a few days later.

GARDENS' GROWTH

Estimates of the volume of annual sales of horticultural merchandise vary widely, because data are fragmentary and incomplete. Census and survey figures are tardy and by no means comprehensive. Though these estimates have risen greatly in recent years, one who is in a position to analyze and compare the available data from various sources will conclude that the annual total sum of dollars now being spent by the public in this field is much larger than is anywhere stated.

One reason is the diverse types of merchandise that are concerned with making and maintaining a garden, by the professional and by the amateur. They extend from seeds, bulbs and bedding plants through many groups up to specimen trees, deciduous and evergreen.

Another reason is the variety of outlets through which materials, equipment and supplies for the garden reach the public. Hardware and department stores, general mail-order houses, seed stores, florists' shops and still others vie with garden centers and nurserymen of various kinds. As the products are multitudinous, so are the supplies.

Lawn mowers are far from the products of the nursery in kind, but not in use. They both represent a garden. Though lawn mowers presumably last a decade or even a generation, not wearing out easily, note the great number of manufacturers of lawn mowers and power mowers today, compared with pre-war days. So it is with garden tractors and other types of similar equipment.

While it would be preferred that statistics could be cited, yet they are not indispensable to the realization of the tremendous growth of gardening in this country since the day

of the first victory garden, not yet 15 years ago. To ponder this growth is to gain respect for those who have supplied its requirements and to visualize a future in this field that is an inspiration.

POSTAGE RATES

While the House post office committee recently approved an increase of 1 cent in postage on first-class and air-mail letters, at the same time it voted in favor of a raise in second-class postage which in five years will almost double the cost to the publisher of sending this magazine through the mail. The proposal is that an increase of 30 per cent apply to the reading content of the magazine and an increase of 120 per cent apply to the advertising content, the increases to become effective in five annual installments.

The proposed increase is on top of a boost of 30 per cent, in three annual installments of 10 per cent, in the past three years.

A cause for this unreasonably sized levy on the periodicals of the country does not seem apparent, except that publishers as a class are not in the favor of Congress nowadays, as are farmers, whose incomes are to be lavishly supported by the new farm bill. Or maybe publishers do not in these days swing so many votes as farmers.

BUSINESS WORTH

Inquiry just received from the executor of an estate asks advice or information as to the valuation of a large and successful nursery whose owner died suddenly leaving heirs who were not connected with the business.

This is not the first such inquiry received by the editor. Sometimes an estate is involved; sometimes a sale is contemplated. Usually land is involved, together with salable stock growing on it, as well as buildings, machinery and, least definitely valued, the business as a going concern.

Because instances are not numerous in which a real and definite valuation is sought under these circumstances, readers who know of any can confer a service by telling the editor the facts and describing the method by which a valuation was reached. If a file of such cases can be prepared, better results can be expected when future inquiries are received.

Northern Wholesalers' Spring Reports

The late arrival of spring and the hampering effects of cold weather on digging and shipping are factors frequently mentioned in the following reports by representative northern wholesalers on their season's business. Equally general, however, are the views that the demands have been heavy and by continuing later into the season, aided by cool weather, will easily offset the slow start. In this, container stock is assisting substantially and should sell out, it is felt.

Again roses have cleared well, as have shade trees, fruit trees and the better evergreens. Apparently no surpluses are developing. Growers are replanting in the same volume as last year, or somewhat heavier. Prices are under close observation, and there are scattered increases, as costs continue to mount and reduce profits. Volume, more than higher prices, has led to larger total sales figures this year, 10 to 20 per cent over 1955 figures in some cases. The labor supply is easier, but frequently of indifferent quality; skilled help continues hard to obtain. Prospects for trade in the fall and next year are viewed favorably.

Shortage in Connecticut

Limited supplies in most lines are seen for next year, because of steady demands the past two years, by Louis Vanderbrook, Vanderbrook Nurseries, Manchester, Conn., who reports:

"We have enjoyed our usual good volume of business this past season, although it got off to a late start, due to nature's extension of winter into spring. Almost everyone in the east was bothered with snow and excessive moisture during the normal starting time for digging and planting; however, the majority of us have managed to bring our operations up to within two weeks of schedule. The help has been plentiful and is of a slightly better quality.

"The supply of stock for next season will definitely be limited in almost all lines, due to steady depletion through constant orders during the past two years. We do not plan any sizable price increases, although our margin of profit is continually shrinking because of the increased cost of supplies and operation.

"Our plantings for this year are being expanded, by about 10 per cent over the past year's, to try to make up, especially in evergreens, some of

the rapid depletion due to heavy orders in the past.

"We expect business to continue good and can foresee nothing but a continued shortage, particularly in the yew line of evergreens."

Late New York Season

C. H. Perkins, Jackson & Perkins Co., Newark, N. Y., tells of a "splendid" season, the prospect of some continued shortages and continuing firm prices in the following comments on the season's activities:

"Our season is nearly over. It has been rather late; in fact the latest we have ever experienced, and for that reason there might still be a lot of business. So far, we have had a splendid season, with a good demand for everything, both retail and wholesale. We are quite pleased that it has gone off so well. It is our understanding that the roadside stand and corner-lot dealers have not done so well as they had hoped to, due to the weather, but this might also be changed with the lateness of the season.

"Regarding stock for next season, we have not had much report, but we understand that there might again be a shortage of rose stocks, due to severe freezes elsewhere in the country. There might continue to be

a shortage of fruit and shrubs, due to the same causes, plus the drought of last summer.

"As to prices, we think they should remain strong and, as a matter of fact, we think our prices are justified in view of higher expenses which we all are running up against. We feel due to the possible shortness of stock in some lines that prices will advance."

Delaware on Par with 1956

"Satisfied with spring business" writes H. J. Timmons, Buntings' Nurseries, Selbyville, Del., in the following report:

"We are still busy filling orders. The cool weather has extended the shipping season for almost all classes of nursery stock. During a normal year, we continue shipping strawberries from cold storage throughout June.

"The over-all picture of our spring, 1956, business is about on par with that of last season. Our 1955 volume was the largest here in the history of our business. We are hoping, when the smoke has finally cleared, to come out with approximately the same volume.

"Our expenses have been up all along the line. The increased cost of

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ILLINOIS NURSERYMEN AID IN GARDEN FOR THE BLIND



Group interested in the planting of a fragrant garden at the Lighthouse for the Blind, at Chicago, visiting the project recently to supervise work, scheduled to be completed this month, left to right, Roy F. Clavey, Deerfield, Ill., co-chairman of the "Plant Illinois" committee of the Illinois State Nurserymen's Association; Harold O. Klopp, landscape architect, Palatine, Ill., designer of the project; William McReynolds, Mount Prospect, Ill.; Victor E. de St. Aubin, Addison, Ill., committee co-chairman; E. P. Eickhof, Bensenville, Ill., and John Tures, Des Plaines, president of the Illinois association. The garden is sponsored by the women's board of the Chicago Horticultural Society, with the cooperation of the "Plant Illinois" committee of the Illinois State Nurserymen's Association. More than 600 trees and shrubs are being donated for the garden by nurserymen in the state.

Good Shade Trees Little Used

By William Flemer III

The trees covered in these comments are those useful for street or avenue planting as shade trees, with particular emphasis upon varieties well adapted to the Philadelphia-Baltimore-Washington area. Many additional species are ideal for specimen planting in lawn or park areas, but for one reason or another do not lend themselves to street tree use and hence are not here considered.

Furthermore, certain standard and thoroughly acceptable street trees, such as "the big three" in eastern planting, the pin oak, Norway maple and London plane, will not be discussed. Their characteristics and usages are already thoroughly familiar to all shade tree users, and they are widely planted. In fact, the dangers inherent in this exclusive concentration on one or two species are the main reason for this discussion of infrequently used trees.

It is obvious that a pure stand of enormous numbers of any single plant species is extremely vulnerable to insect and disease attacks. The rapid transportation of today and international and intranational movement of plant products on a large scale greatly increase the mobility of insects and diseases of all kinds. Recent experiences with the oak wilt disease in the midwest and with Dutch elm disease and phloem necrosis

in the American elm point up the enormous economic and aesthetic losses which can occur in communities which rely upon a single species for shade tree planting.

There is a second important reason why shade tree plantings should be diversified. That is the unhappy situation which faces many communities where the wrong kind of trees have been planted in the wrong places. There are many areas where building setbacks are so small, tree lawns are so inadequate and the available space is so limited that standard-size shade trees simply cannot be used without an expensive aftermath of annual pruning charges and costly eventual removal. For such locations the only practical solution is to plant certain carefully selected minor trees, a practice which has long been employed in certain areas in Europe.

Helpful Standards

Before examining some shade trees which are all too infrequently planted, one will find it is helpful to set up standards to judge them by. The following criteria are listed in descending order of importance.

A. A good shade tree should have inherent resistance to fungous diseases and insect pests to insure its long life and easy, inexpensive maintenance.

B. The tree should have strong, tough wood to resist wind and ice damage so that it will not begin to break up as it matures.

C. The tree should be adaptable

to a wide range of soils and should grow satisfactorily in poor soil, in drought conditions and with crowded roots.

D. The tree should transplant easily and, preferably, should be amenable to bare-root transplanting, so as to minimize installation costs, although this is not necessarily essential.

E. The tree should be deep rooted, to permit the growth of lawn grasses underneath and as hurricane insurance.

F. If the foregoing conditions are met, the tree should have colorful fall foliage and, in spring, outstanding flowers and/or fruit.

Major Trees

It is difficult to draw a hard and fast line between major and minor trees, because soil and climatic and cultural conditions vary so widely, even on a rather local basis. Major trees are here considered to be those easily reaching 40 feet and over, under average street conditions. The following is a list of major trees which, although they are in no sense rare or unknown, are nevertheless far too infrequently used.

1. Thornless honey locust, *Gleditsia triacanthos inermis*. Here is a native tree which has inexplicably been ignored until the recent past. It is pest resistant, grows rapidly, transplants easily and thrives under adverse conditions, and the tiny leaflets do not need to be raked up and

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Address, "Good Shade Trees Little Used," given by William Flemer III, Princeton Nurseries, Princeton, N. J., at the recent winter meeting of the Maryland Nurserymen's Association, at Baltimore.



Charles F. Irish

CHARLES F. IRISH HONORED

The National Arborist Association, at its recent meeting at Cincinnati, O., honored Charles F. Irish, Cleveland, O., by electing him chairman emeritus of the association's board of directors. Mr. Irish is a charter member of the National Arborist Association and served as its president in 1938 when the association was formed.

Charles F. Irish is president of the tree service company at Cleveland, O., operating under the name of Charles F. Irish Co. To Mr. Irish belongs the distinction of being the first person to discover and report the Dutch elm disease in America. This was in Cleveland in June, 1930. He was also first to discover and report the oak wilt disease in Ohio. In August, 1950, he collected specimens from a red oak east of Cleveland showing symptoms of oak wilt. The specimens were submitted to Dr. T. W. Bretz, in charge of oak wilt investigations for the United States De-

partment of Agriculture, who confirmed the diagnosis. With the spread of the Japanese beetle into the Cleveland area, Mr. Irish organized and acted as chairman of a committee for the suppression of Japanese beetle.

Thirty years ago, Mr. Irish developed the use of compressed air as a means of soil improvement where the soil has been impacted and the trees or other plants are suffering from oxygen deficiency. The equipment for this method of soil treatment, known as the Irish Aero-Fertil Process, can also be used to distribute fertilizer or other corrective materials through the soil. Tools for the Aero-Fertil treatment are leased to other arborists with all royalties being paid into the memorial research fund of the National Shade Tree Conference.

Mr. Irish is a past president of the National Shade Tree Conference as well as the National Arborist Association.

Landscape Reports Show Late Season

Landscape men, like the wholesale nurserymen, found the spring weather creating a trying season. In the east it was snow that interrupted planting work; at Pittsburgh and in Virginia, it was rain, and in the mid-west, it was cold and drought. However, everywhere the demands kept up, and as cool weather continued on into May, the work volume increased to where it promised to equal or exceed last year's in almost every area. Planting seemed likely to go on into summer.

Specimen stock was not always easy to obtain when needed, because of digging difficulties. Novelty stock was scarcer in the east, with the shortage in northwest supplies and digging problems in Ohio. Container stock went rapidly, along with B&B stock. Shade trees were short. Roses went well.

In the northwest, a planting boom helped to dispel the gloom that had prevailed after the losses resulting from last fall's freeze. Fewer high-priced jobs are reported, but good stock sold easily. Most firms were able to meet their labor needs.

Weather Hinders in East

Erratic weather conditions affected planting in New York, but sales volume is staying high, states Leslie S. MacRobbie, Oak Park Nurseries Inc., East Patchogue, Long Island, N. Y. His observations follow:

"In some respects this has been a trying spring season, particularly from the point of view of weather. During the first two weeks of March we were well under way. Then we had heavy snowstorms on March 16 and 18, bringing somewhere between one and one and a half feet of snow and catching us unprepared. Some stock that was aboveground for sales was severely damaged, and business was brought to almost a complete standstill for practically the balance of the month. Temperatures hovered between 19 and 60 degrees until the first of May. Our maximum-minimum thermometer records at the nursery show an average high of 50 degrees and an average low of 31 degrees for April. We even had an all-day snowstorm April 8!

"By May 15, we had completed orders amounting to about 75 per cent of our anticipated quota for the spring season, with six weeks still to go until June 30. These orders completed by May 15 were about 80 per cent of last year's at the same time, but 1955 was our largest for sales in

over 40 years of business and was probably an exceptional year. A better comparison is that by May 15 of this year completed orders were about 20 per cent over the average for the years 1951 to 1955.

"We have had fewer retail prospects from new homes costing above \$20,000, but we do not as yet have a breakdown of landscape sales compared with other types of sales, or landscape sales compared with those of previous years.

"We are finding surprising interest in small container-grown plants, much of it from people with established plantings, who use them as filler plants.

"There is a continued shortage of common bread and butter items like *Taxus cuspidata*, *Taxus nana*, *Taxus capitata*, *Pieris japonica* and other similar material. However, the continued demand for good landscape material, particularly in the larger sizes, is probably going to enable us to keep our sales volume quite high, in spite of the adverse weather and greatly shortened season."

Connecticut "Buying Boom"

Snow interrupted an early start in Connecticut, reports Wellington Kennedy, Kennedy Nursery, Greenwich, Conn. His remarks follow:

"A good start was made early in March. Then the snows came in the

middle of the month and took two weeks out of our season. This also delayed the wholesalers who could not supply when we needed the material.

"Labor in this section is tighter than ever, due to the building and highway construction boom. However, there is also a buying boom, and those who can get the volume of plant material to the customers should have a very successful spring, in spite of all the vicissitudes of the season.

"At the present time I do not believe that any of the retailers around here have had time to figure up how much business they have done so far, as they are still behind in completing orders."

Maryland Trade Tops 1955

C. Warner Price, president, Towson Nurseries, Inc., Cockeysville, Md., described the spring trade as follows:

"Our season started very late, so that the work we usually do in March had to be completed in April.

"For our retail trade, we maintain a complete landscape department, preparing plans for our clients. Some of the work is completed during the season the plan is prepared; some is carried out as a 2 or 3-year program.

"We also have a plant shop where we stock small and medium-size

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CALIFORNIA NURSERY'S 22ND SPRING BULB SHOW



Flowering trees are combined with spring-flowering bulbs in an annual outdoor bulb show that is a spring promotion planned by the California Nursery Co., Niles, Calif. Usually the display provides an attraction from early March to the end of April and is visited by thousands of persons each year. This year's showing, pictured above, was the 22nd repetition of the event.

Tips for Better Landscapes

The Use of Japanese Black Pine

By Clarence E. Lewis

Long Island Agricultural and Technical Institute, L. I., N. Y.

Many interesting and usable plants have come to us from across the broad expanses of the Pacific ocean and the coastal slopes of Japan. Of all the Japanese plants that have become a part of our landscape picture, one was neglected for many years but in time rightfully found its place, probably out of necessity. The Japanese black pine, *Pinus thunbergi*, was introduced into cultivation in the United States about the middle part of the 19th century, but never was grown in any great quantity by American nurserymen until several years after World War I, nor was it used to any great extent in landscape planting until about that time. When it was planted in areas exposed to the brutal conditions of the ocean and its surroundings, it truly found its place in the American landscape.

A seashore landscape includes some of the worst growing conditions under which a plant must survive. The Japanese black pine has withstood the trials and tests of high winds laden with salt air, sand containing no organic matter, a shifting soil medium that makes growing a real chore and not only full exposure to the sun but the reflection of its rays off the sand. There were several instances during the September hurricane of 1938 and again in 1944 when *Pinus thunbergi* was completely covered with salt water that rushed

in during the great tidal wave. In some locations along the Atlantic coast Japanese black pines were completely covered by salt water for as long as 24 hours without detrimental effect, or such slight effect that the trees were not seriously injured. Many other types of plants in the same plantings were destroyed completely or were so badly hurt that they had to be removed. It is not, of course, recommended that this fine narrow-leaved evergreen be purposely subjected to such torture.

The species name, *thunbergi*, was applied in honor of Karl Peter Thunberg, who was a Swedish professor who traveled in the Orient during the latter part of the 18th century. Karl Thunberg succeeded the great Linnaeus at Sweden's renowned Uppsala University, which has ranked among the world's greatest universities since its reorganization in 1595.

Bright Foliage

The Japanese black pine bears its 3 to 5-inch needles two to a sheath. The foliage color is a good bright green that recommends it over such dull-colored types as Austrian and red pine. It is hardy over a wide area and as far north as southern Ontario and most parts of New England, but its right place is in the windy, sandy areas near the seashore.

This species is highly prized and

artistically used in Japan as a dwarf potted tree. Bonsai is the term which the Japanese apply to such cultured trees. The Japanese black pine is so well adapted that other pines such as Japanese white pine, *Pinus parviflora*, are grafted on it. The thick-barked form is used mostly, and a percentage of the seedlings develop like the parent, with the same thick bark and dwarf habit.

The rate of growth varies, but it is not unusual to find the tree making as much as 24 to 30 inches of growth a year, as is apparent in illustration A. Under less desirable conditions 12 to 16 inches is more common. This can be controlled if one so desires by pinching out the terminal buds before spring growth begins, or cutting them with a good sharp knife. Illustration B shows plants in the foreground whose buds were cut to make dense plants, while the trees in the background did not have their terminal buds discouraged. If one so desires, he can conform this fine narrow-leaved evergreen into a bunched, appearing pine, or he can allow the terminal shoots to grow as they will and make a looser-appearing tree.

Small Stock Adaptable

In bringing *Pinus thunbergi* into seashore plantings that will be subjected to concentrated winds, it is



Illustration A—Japanese black pine makes a surprising amount of yearly growth under favorable conditions.



Illustration B—Compact plants can result from cutting or pinching out the end buds in late winter or early spring. The background plants in the scene were treated only when young.



Illustration C—Choose small stock when selecting plants that must withstand the rigors of the seashore.

better to use 18 to 24-inch stock or 2 to 3-foot plants. Such plants are shown in illustration C, and the plants conditioned themselves quite satisfactorily. This is a particularly good idea when such small trees are being planted inland from the first series of dunes as eventual protection for less resistant plants. Along roadways that are 300 or 400 yards inland and where the wind is broken by other plants, buildings, etc., larger trees may be used. Illustration D indicates what will happen to 4 to 5-foot specimens when they are put on their own in a wind-swept beach area. They take a whipping and in most cases must be guyed as shown in the illustration. Late planting also puts too much responsibility on the plant and should not be encouraged.

Planting trees in pockets of soil



Illustration F—When partially protected and used inland, *Pinus thunbergi* assumes normal pine growth.



Illustration D—When large plants are used near the seashore, they often clearly show poor development.

or where peat moss has been added to improve existing soil conditions gives the plants a chance to establish themselves. Young trees, protected from the most devastating winds, have been planted successfully in the sandy medium of the seashore, but it is not advised.

To say that Japanese black pine can be planted directly on the ocean front is misleading, because even this species objects to being battered around. Inside the first series of dunes is not a bad location, but on the ocean side of the first dunes the tree has a bitter and often losing battle to fight. Illustration E indicates what happened to the tops of a cluster of *Pinus thunbergi*. The tops become flattened after a few years, and the trees take on weird shapes and horizontal habits. This picture was taken in close proximity to the Atlantic ocean, while, if the same trees were 100 or 200 yards inland, they would have a more uniform appearance, as shown in illustration F. The latter picture was obtained in the same immediate area, but the trees were inland and partially protected by a building and sand dunes.

Terminal Buds

The buds differ from those of most of the other 2-needle pines, in that the terminal buds are long, gray and somewhat candlelike, without any conspicuous resin. Such buds are not always on the plant but are evident in most of the trees that are found in plantings or in the nursery. Illustration G tells the story better than a long list of words.

No pine is without some insect or disease problem, and the Japanese black pine is no exception, although it is not so severely attacked as Aus-



Illustration E—Conditions have a leveling action on the tops of trees planted in seaside locations.

trian, red or Scotch and other pines.

The height varies. In its native Japan the tree may reach 100 feet or more, but along our northeastern coast it rarely goes beyond 40 or 50 feet. It has a definite broad habit and a picturesque appearance, because symmetry is not usually a part of its make-up. It is well that the Japanese black pine does not have a perfect outline, because with its unusual appearance it makes a welcome addition to many landscapes, whether near the seashore or a little farther inland.

As a terrace tree it becomes a fine addition with its broad lateral habit, underneath which a table and chairs may be placed. It also can become an interesting lawn tree when its lower branches have been removed to allow you to look at and beneath

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Illustration G—The white, nonresinous, candlelike buds are typical of the Japanese black pine.

Operating a Garden Center

Chapter 13. Self-Service

By John J. Pinney

When one opens a garden center he has to decide whether it is to be one that operates on a self-service basis or one in which the customers' wants are taken care of by salespersons. Some nurserymen are enthusiastic about the success of their self-serve operations, while others feel that self-service does not do a good job for them.

The proponents of self-service say that most customers will buy more if they are left to their own devices. They wander around leisurely without fear of being high-pressured, but can turn to salespersons if they need help. Those who are opposed to self-service feel that the customer is better served with the aid of trained salesmen. Most of their customers, they say, need some help and are grateful for it.

Still others have reached a compromise in their operations—combining self-service with personal selling. The customer who prefers to be left free to wander about without attention is permitted to go his way, while the one who wants help is taken care of by a salesperson. The big problem here is to discover who wants attention and who wants to browse. About the only way it can be solved is to greet each customer and by courteous inquiry learn his wishes. It is a good idea in even strictly self-serve garden centers to greet as many of the customers as possible.

Even the advocates of the self-

service garden center admit that such an operation cannot be 100 per cent self-service. Heavy and bulky items, such as large sacks of fertilizer, balled and burlapped plants, large shade trees, etc., must be purchased from a salesperson who can arrange for the merchandise to be loaded in the customer's car or delivered, if too bulky to carry in a car.

Special Planning

Self-service garden centers require special planning. Their arrangement is important because their success depends at least partially upon routing customers through them in such a way that they will see as much of the merchandise as possible. That is the principle followed by self-service food stores when arranging displays. There is only one entrance and only one exit—past the check-out counter.

The accompanying sketch shows a simple but effective arrangement for a self-serve garden center. There is only one entrance, easily reached from the parking lot. Sometimes turnstiles are used at both entrance and exit. If traffic is not kept flowing in the right direction the effectiveness of the self-serve features will be lost.

Nursery stock, the main stock in trade, is best displayed around the outside walls. It requires more room than other merchandise and can be displayed most effectively against the walls. The taller plants can be dis-

played on the floor, while the shorter ones should be on tables or counters.

Packaged Stock

It should be pointed out at this time that the use of pre-packaged nursery stock will greatly increase the efficiency of self-serve garden centers. If the nursery stock is displayed bare root in bins someone will have to wrap it before the customer can take it home. Nursery stock attractively packaged makes a greater appeal to the customer than stock displayed in bins.

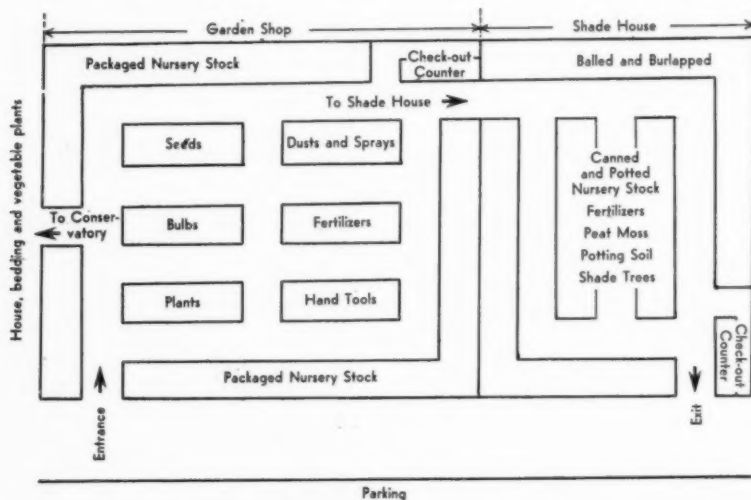
It should be borne in mind that packaged nursery stock will not keep indefinitely. The temperatures in the garden shop where it is displayed may be high and the humidity low—conditions that are not the best for keeping plants in prime condition. For this reason, only enough stock should be put on sale to make a good display. Keep the rest of it in a cool moist place and draw upon it as needed to replace that sold in the garden shop.

The other merchandise such as bulbs, plant food, small packages of peat moss, sprays, dusts, hand tools, etc., can be displayed on the islands in the center of the store. These displays should be kept low, not over four or five feet high, so that customers still have an unobstructed view of the entire store.

Bulb Display

Bulbs present a special problem. One operator puts them up in cellophane sacks in units of 3, 6, 12, etc. The lower the price of the bulbs, the larger the minimum number in the package. Bulbs can also be purchased in attractive packages with pictures of the bloom in color. However, many customers want to see the bulbs and prefer to make their own selections. One self-serve garden center operator says he has solved this problem by displaying the bulbs in bulk with colored pictures, prices, and a sign that reads "We trust you; help yourself." Not only does this please the customer, but it actually results in greatly increased bulb sales.

Self-service in the garden center, as in the food store, means that the customer must be provided with a way of transporting his purchases. Some garden centers use the food store type of pushcarts; others prefer



Suggested Arrangement for Stock Placement in a Self-Service Garden Center

[Continued on page 38]

A. A. N. 81st Annual Convention

Preliminary Program—July 15 to 19, Hotel Statler, Los Angeles, Calif.

FRIDAY, JULY 13

- 10:00 A.M. Ornamental Growers' Association, stock committee, Hartford room.
2:00 P.M. Fruit Tree Growers' Association, stock committee, Hartford room.

SATURDAY, JULY 14

- 10:30 A.M. Ornamental Growers' Association, Mission room.
1:00 P.M. National Landscape Nurserymen's Association, executive committee, Hartford room.
1:00 P.M. A. A. N. board of directors, Dallas room.
2:00 P.M. All-America Rose Selections, Sierra room.
2:30 P.M. Fruit Tree Growers' Association, Mission room.

SUNDAY, JULY 15

- 8:00 A.M. National Landscape Nurserymen's Association, executive committee breakfast, Hartford room.
9:00 A.M. All-America Rose Selections, Sierra room.
10:00 A.M. A. A. N. convention site committee, Boston room.
2:00 P.M. Market development and publicity committee, Mission room.
4:00 P.M. Ladies' reception, Golden State room.
4:00 P.M. Juniors' program, Los Angeles room.
8:00 P.M. Hospitality room, Pacific ballroom.

MONDAY, JULY 16

- 8:00 A.M. Caucus of delegates, region I, Buffalo room.
Caucus of delegates, region III, Dallas room.
Caucus of delegates, region IV, Hartford room.
8:00 A.M. Baby Ramblers, breakfast meeting, Boston room.
9:00 A.M. National Association of Plant Patent Owners, New York room.
9:00 A.M. A. A. N. general session, Golden State room.
Report of credentials committee.
Certification and roll call of delegates.
9:15 A.M. President's address, by Vernon Marshall.
9:45 A.M. Treasurer's report, by Valteau Curtis.
10:00 A.M. A. A. N. group insurance plan, report by Secretary C. H. Porterfield.
10:15 A.M. Report of the market development and publicity committee, Richard Wyman, Jr., and H. P. Quadland.
Roll call.
11:00 A.M. Nominations for officers for 1956-57—Directors, regions I, III and V and at large; president, vice-president and trustee.
11:30 A.M. "Landscape for Living"—A. A. N. film.
12:30 P.M. Keynote luncheon, Pacific ballroom.
Presentation of Norman J. Colman award, by President Vernon Marshall.
Presentation of Baby Ramblers award, by Willis Stribling.
Address: "Leadership for Local Action," by Rex L. Nicholson, president, Liquid Carbonic Corp., Chicago, Ill.
2:30 P.M. Buses leave for Disneyland. (Those not desiring to go may spend the afternoon with exhibitors; exhibits will be open 2:30 to 5:00 o'clock. Buses leave Disneyland for Statler hotel: 5 P.M., 6 P.M., 7 P.M., 8 P.M., 9 P.M.)

TUESDAY, JULY 17

- 8:00 A.M. American Association of Botanical Gardens and Arboretums, breakfast, New York room.
8:00 A.M. All-America Camellia Selections, Boston room.
8:00 A.M. National Landscape Nurserymen's Association, Los Angeles room.
9:00 A.M. American Nurserymen's Protective Association, Mission room.
10:00 A.M. Round-table discussions.
Landscape, Harold Parnham, moderator, Los Angeles room.
"Getting the Most from Employees," Dan Gardiner.
"Getting the Most from Customers," Charles G. Armstrong.
"Getting the Most from Suppliers," Russell Zakariasen.
"Getting the Most from Yourself," Mancill Allen.
Mail-Order, George Rose, moderator, Sierra room.
"Catalog Preparation, Printing and Distribution," Sidney Hutton, Jr.
"Mail-order Collation and Stock Controls," Ted Korves.

10:00 A.M. Round-table discussions—continued

- "Preparation and Shipping of Mail-Order Perennials," Ted Sjulin.
"Mail-order Shipping of Roses and Other Deciduous Stock," John Armstrong, Jr.
Garden Shop-Salesyard, John McDonnell, moderator, Golden State room.
"Markups for Nursery Stock and Store Merchandise," Donald Perry.
"Packaging for Retail Selling," John Armstrong.
"Merchandising Methods," Jack Schneider.
"Inventory Control of Plant Material and Store Merchandise," Charles Crum.
Wholesale Production, Walter Borchers, moderator, Buffalo room.
(Personnel to be announced.)
2:00 P.M. A. A. N. general session, Golden State room.
Address: "Untouched Gold—The Place of Short-term Bank Loans for Home Landscaping," by E. R. Benton, assistant credit officer, Bank of America.
3:00 P.M. Reports from morning round tables:
Landscape, by Harold Parnham.
Mail-Order, by George Rose.
Garden Shop-Salesyard, by John McDonnell.
Wholesale Production, by Walter Borchers.
4:00 P.M. National Landscape Nurserymen's Association, business session, Golden State room.
8:00 P.M. Hospitality room, Pacific ballroom.

WEDNESDAY, JULY 18

- 8:00 A.M. National Mail Order Nurserymen's Association, breakfast, New York room.
9:30 A.M. A. A. N. general session, Golden State room.
9:45 A.M. "The Year's Activities on the Washington Scene," Executive Vice-president Richard P. White.
10:15 A.M. Trade practice and ethics committee report, by Clark Kidd, chairman.
10:30 A.M. "Fair Trade Practice Rules for the Nursery Industry," by James A. Horton, special counsel; Clark Kidd, chairman, trade practice and ethics committee, and Richard P. White, executive vice-president.
11:45 A.M. Election of officers.
2:00 P.M. Nursery Association Secretaries, Buffalo room.
6:00 P.M. Annual past presidents' banquet and dance, Moulin Rouge, Hollywood.

THURSDAY, JULY 19

- 9:30 A.M. A. A. N. general session, Golden State room.
Report of necrology committee, by F. H. Kilner.
Report of special committees.
1956 convention, by J. A. Armstrong, chairman.
Highway committee, by C. S. Burr, chairman.
Fruit variety trends, by John T. Bregger, chairman.
Unfinished business.
Review of A. A. N. policy statements.
Action on 1956-57 budget.
Action on 1956-57 market development and publicity budget.
Confirmation of Miami Beach as 1957 convention site.
Announcements, 1957 convention committee, by Gervin Pringle, chairman.
Report of 1958 convention site committee, by L. A. (Slick) Dean, chairman.
Report of 1959 convention site committee, by Richard Wyman, Jr., chairman.
Selection of 1959 convention site.
Invitations for 1960 and subsequent years.
New business.
11:30 A.M. "People, Products and Progress: 1975"
This film, prepared by the Chamber of Commerce of the United States and winner of Freedom's Foundation's medal of honor, shows what wondrous and fabulous things are in store for America within the next two decades. The story is based on fact—on plans for the future now on the drawing boards and on industrial developments now in the experimental stage.
12:30 P.M. Sine die luncheon. Address: "The Human Side of Business," by Dr. Allan Stockdale, National Association of Manufacturers, New York city, N. Y.

Container Stock Growing in the East

By C. D. Corliss

In the fall of 1954, we at Corliss Bros., Inc. (Gloucester, Mass.), started growing plants in 1 and 2-gallon cans. We canned liners of *Rhododendron carolinianum*, *Pieris floribunda*, *rhododendron* hybrid seedlings, *Buxus welleri*, *Pyracantha lalandi*, *Cotoneaster apiculata*, *C. horizontalis*, *C. divaricata*, *Lonicera heckrottii*, *Caryopteris Blue Mist*, *Thuja pyramidalis*, *Picea glauca conica* and several others.

In the spring of 1955 we canned hybrid rhododendrons; azaleas; *kalmia*; *leucothoe*; *Pieris japonica*; *Pyracantha Rosedale*; *P. serrata*; *Ilex femina*; *I. mascula* and several hybrid *ilexes*; *althaea*; *forsythia*; *Acer palmatum atropurpurea*; *Viburnum carlesi*; *Cotoneaster praecox*; several types of *taxus*, *junipers* and *thujas*; *Picea pygmaea*; our four new patented Corliss shrub-type *euonymuses*, as well as *radicans* and *vegetus*, *Rosa hugonis*; *Kolkwitzia amabilis*, and many others.

We are using the Lerio Nurserican. The reason we use this type of can is because of the removable or pushout bottom. It facilitates the easy removal of the matured plants. Other types of cans in this same category, without removable bottoms, have resulted oftentimes in broken balls when the matured plants were tapped out. Experience has taught us that the pushout bottom makes it easy for the customer to remove the plant all in one piece.

We have been highly successful in

the following method of canning: We first put about an inch of $\frac{3}{4}$ -inch crushed stone in the bottom of the cans, or just enough to come above the drainage holes in the can. We have also used wood chips in the bottom of the cans, placed at the same depth, just enough to come above the drainage holes.

Soil Mixture

Next comes the soil mixture. The mix that we have found satisfactory includes the following: One yard washed peastone, two yards good loam, two yards horticultural peat, 50 pounds rock phosphate, 50 pounds lime (for our particular soil), 150 pounds Bovung (dehydrated cow manure), 20 pounds superphosphate and 10 pounds 7-7-7 fertilizer.

After we have this material all in one pile, with the various fertilizers, lime and phosphate scattered through it, we then put the whole thing through a soil shredder. This thoroughly beats up the lumps in the soil and blends and thoroughly mixes all the ingredients.

Now we are ready for canning. This soil is thrown up on a concrete bench from where it has been shredded so as to be ready for the actual operation. Cans have the stones all in them, and six are set in a standard 3x12x19-inch flat, placed on the bench all ready for the canner to start putting the plants in. As each canner puts the plant in the can, firms the soil thoroughly and allows

an inch of space at the top for watering, he then places the canned plant in another standard flat. As soon as he has a total of six of these, the flat is taken from the bench and put in the waiting truck. When the truck becomes filled with these canned plants, it is taken to the can area. Plants are assigned to various beds, depending on whether they are evergreens, broadleaves, flowering shrubs, trees or vines.

Beds for Various Types

The can area consists of 28 beds. Each bed is eight feet wide and 60 feet long. There are two sections, divided by a 10-foot road, running through the middle lengthwise. The cans are placed in the beds according to what the plant will demand for space during the growing season.

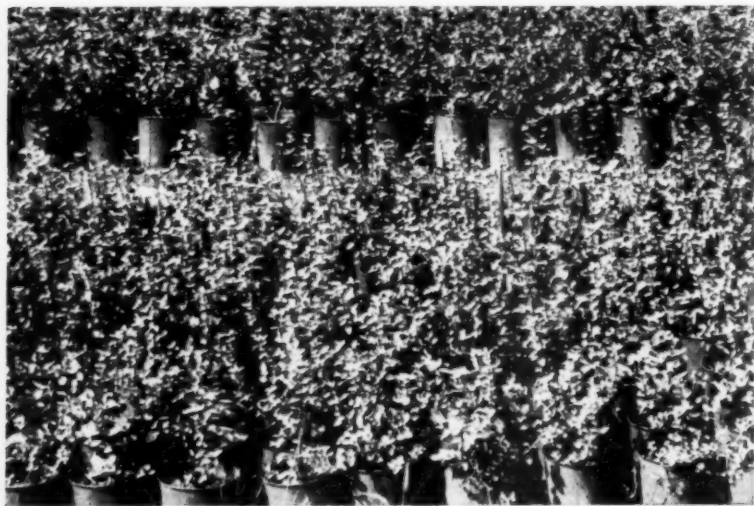
Our method of watering is as follows: We have a 4-inch main running from the town's main in the street. This 4-inch pipe feeds two lateral 3-inch pipes running the entire length of the beds in each section. These 3-inch laterals have faucets centered on each bed. The beds, as I previously stated, are eight feet wide and 60 feet long, with a 3-foot path between beds. Each bed is equipped with a 60-foot piece of 1-inch aluminum pipe with copper pipe standards or risers, 12, 24 or 36 inches, depending on the height of the plants, placed four feet apart. These pipes are connected to the faucet in the main line with a 2-foot piece of flexible rubber hose. For watering we are using the new flat-type Super nozzle, which we find efficient.

It depends, of course, on the temperature and the weather how much watering is done through this automatic watering system. On an average warm day in the summer, we turn the water on for 20 minutes in the morning and again for 20 minutes the latter part of the afternoon, if it is necessary. The amount of water and time it is put on each bed depend on the size of the plants in the can.

Feeding

As to the feeding operation, we feed with chemical fertilizer twice a season, in early spring and again in late June. Also, it depends on what we are growing, just how much we supplement these two chemical feedings with high nutrient feeding. If

[Concluded on page 81]



Plants being grown outdoors in containers at nursery of Corliss Bros., Inc., Gloucester, Mass.

Roy L.
Reyno
in 2 1/2
green

Fa
R

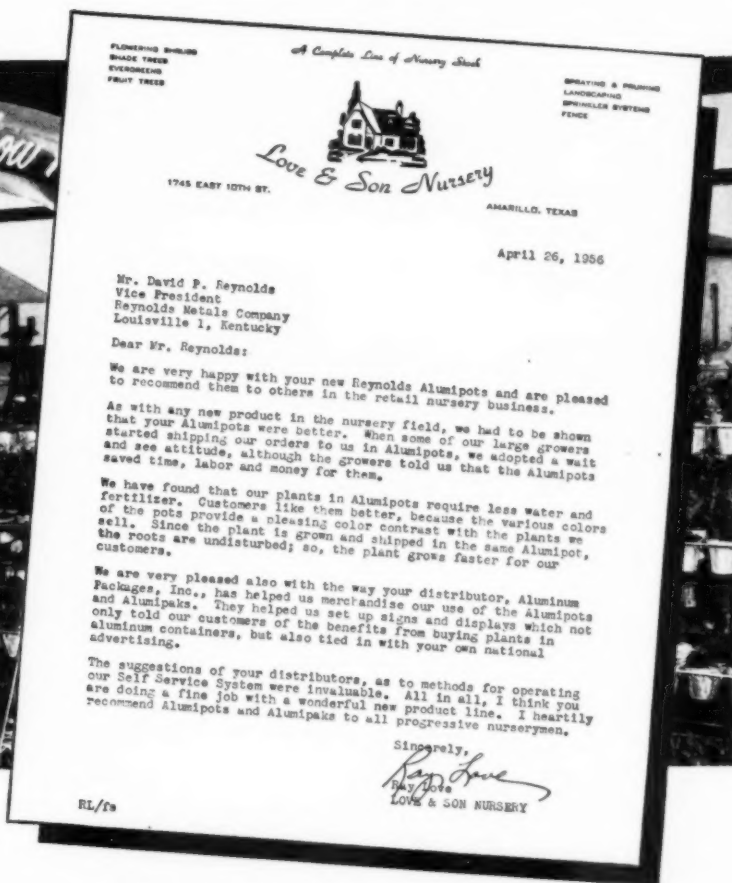
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N

R



Ray Love and salesman with display of plants in Reynolds Alumipots*. Reynolds Alumipots come in 2 1/4" and 3". Also 2 1/4" square top. Silver, green, gold, red. Packed 1000 or 2000 per case.



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Display featuring bedding plants in Reynolds Alumipaks*. 4 1/4" x 8 1/4" x 2" deep. In natural aluminum finish. Colors on quantity order. Packed 800 or 1000 per case.



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Philadelphia 5, Pennsylvania

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Buxus Harlandi
Buxus Sempervirens
Cotoneaster Francheti
Cotoneaster Horizontalis
Elaeagnus Fruitlandi
Elaeagnus Simoni
Euonymus Coloratus
Euonymus Fortunei Erectus
(small leaf)
Euonymus Patens
Gardenia Fortunei
Ilex Cornuta Burfordi
Ilex Cornuta Femina
Ilex Crenata Convexa
Ilex Crenata Rotundifolia
Ilex Opaca East Palatka
(heavily sheared)
Ilex Vomitoria
(well sheared)
Pride of Houston
Jasminum floridum
Laurel Cherry
(well sheared)
Ligustrum Lucidum
(Black Wax)
Ligustrum Lucidum
(Griffing type)
Ligustrum Lucidum Nanum
Loropetalum Texanum
Magnolia Glauca
Magnolia Grandiflora
Magnolia Soulangeana
Magnolia Soulangeana Nigra
Nandina Domestica
Photinia Serrulata

CONIFERS

Arborvitae, Or. Baker
Arborvitae, Or. Berckmans
(Aurea Nana)
Arborvitae, Or. Blue Cone
(very compact)
Arborvitae, Or. Bonita
Arborvitae, Or. Bonita Golden
Arborvitae, Or. Excelsa
Arborvitae, Or. Fruitland
(Green Berckmans)

CONIFERS, cont.

Arborvitae, Or. Newark
Arborvitae, Occ. Globosa
Arborvitae, Occ. Nigra
(Dark Green)
Arborvitae, Occ. Pyramidalis
Cedrus Deodara
Juniper, Andorra
Juniperus Excelsa Stricta
Juniperus Fastigiata
Juniperus Glauca Hetzi
Juniperus Glauca Hetzi
(staked and sheared)
Juniperus Hibernica
(Irish)
Juniperus Pfitzeriana
Juniperus Pfitzeriana Aurea
Juniperus Pfitzeriana Compacta
Juniperus Sabina
Juniperus Sabina Vonehron
Juniperus Sabina Vonehron
(staked and sheared)
Juniperus Scopulorum
Juniperus Sylvestris
(Chinensis Femina)
Juniperus Virginiana Burki
Juniperus Virginiana Canaerti
Juniperus Virginiana Dundee
Juniperus Virginiana Glauca
Pinus Mughus
Pinus Nigra
(Austrian Pine)
Pinus Sylvestris
(Scotch Pine)

CANNED STOCK

Abelia Grandiflora
Gardenia Fortunei
Gardenia Mystery
Ilex Burfordi
Ilex Convexa
Ilex Helleri
Ilex Rotundifolia
Magnolia Grandiflora
Pyracantha Formosana
(light)
Pyracantha Lalandi
(light)
Crape Myrtle

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COMING EVENTS

MEETING CALENDAR

June 17 to 19, Mississippi Florists' and Nurserymen's Association, annual convention, Buena Vista hotel, Biloxi, Miss.

June 18 to 20, Missouri State Nurserymen's Association, annual meeting and short course, University of Missouri, Columbia, Mo.

June 19 to 21, Eastern Regional Mail Order Nurserymen's Association, meetings, Harrison Hall hotel, Ocean City, Md.

June 24 to 26, New Mexico Association of Nurserymen and Plains Nurserymen's Association, joint convention, Caprock hotel, Lubbock, Tex.

June 26 and 27, 12th annual nursery school, Long Island Agricultural and Technical Institute, Farmingdale, N. Y.

June 26 and 27, Kentucky State Nurserymen's Association, summer meeting, Kentucky Lake-state park, near Hardin.

July 15 to 19, American Association of Nurserymen, annual convention, Hotel Statler, Los Angeles, Calif.

July 19, Ohio chapter, National Shade Tree Conference, at the Siebenthaler Co., Dayton, O.

July 23, Arkansas Nurserymen's Association, annual meeting, Marion hotel, Little Rock, Ark.

August 1 and 2, Indiana Association of Nurserymen, summer meeting, Price Nurseries, Plymouth, Ind.

August 2, Western region, Pennsylvania Nurserymen's Association, summer picnic, Eisler Nurseries, Butler, Pa.

August 5 to 7, National Mail Order Nurserymen's Association, annual meeting, La Salle hotel, Chicago, Ill.

August 8, New Jersey Association of Nurserymen, summer meeting, Perkins-de Wilde Nurseries, Inc., Shiloh, N. J.

August 8 and 9, Michigan Association of Nurserymen and the Michigan Landscape Conference, joint summer meeting, Kellogg Center, Michigan State University, East Lansing, Mich.

August 9 and 10, Canadian Association of Nurserymen, ninth annual short course, Macdonald College, Ste. Anne de Bellevue, Que.

August 15, New England Nurserymen's Association, summer meeting, C. R. Burr & Co. nursery, Manchester, Conn.

August 15, Pennsylvania Nurserymen's Association, summer meeting, John Albrecht Nurseries, Narberth, Pa.

August 19 to 21, Southern Nurserymen's Association, annual convention, Andrew Jackson hotel, Nashville, Tenn.

August 19 to 21, Virginia Nurserymen's Association, summer meeting, The Cavalier, Virginia Beach, Va.

August 19 to 22, Texas Association of Nurserymen, annual meeting, Shamrock-Hilton hotel, Houston, Tex.

August 20 to 24, National Shade Tree Conference, Royal York hotel, Toronto, Ont., Canada.

August 22 to 24, Florida Nurserymen and Growers Association, annual short course, University of Florida, Gainesville, Fla.

August 23 to 25, Washington State

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a bumper crop of P&D roses!

All of the leading Patented and Popular varieties, plus these

5 P&D Introductions

BURNABY Pat. No. 1314... A hybrid tea rose with large, classic buds of empire yellow.

AMY Pat. Applied for... A satin-pink Floribunda, resembles a pin-cushion in bloom.

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producers of seed protectants, fungicides, miticides, insecticides, growth retardants, herbicides: Spargon, Phygon, Aramite, Synklor, MH, Alanap, Duraset.

Nurserymen's Association, summer convention, Davenport hotel, Spokane, Wash.

MISSOURI SHORT COURSE

The tentative program has been announced for the Missouri nurserymen's short course, being held together with the annual meeting of the Missouri State Nurserymen's Association June 18 to 20 at the University of Missouri, Columbia. Harold E. Mosher, assistant professor of horticulture at the university, has announced scheduled speakers as follows:

Dr. F. G. Meyers, dendrologist, Missouri Botanical Garden, will speak on "New Ideas on Plants from Europe." T. W. Bretz, plant pathologist, forestry department, University of Missouri, will discuss "Diseases of Shade Trees." J. R. Anderson, state entomologist, will talk about "The Nursery Inspection Program" for Missouri. Arlen Hagge, United States Department of Agriculture, barberry eradication program, will speak on that program as it affects nurserymen. Vincent Bailey, J. V. Bailey Nurseries, St. Paul, Minn., director of region IV of the American Association of Nurserymen, will speak on "The Market Development and Public Relations Program of the A. A. N."

Also planned for the program are a panel discussion of plant propagation and talks on business operations, merchandising and salesmanship.

ARKANSAS CONVENTION

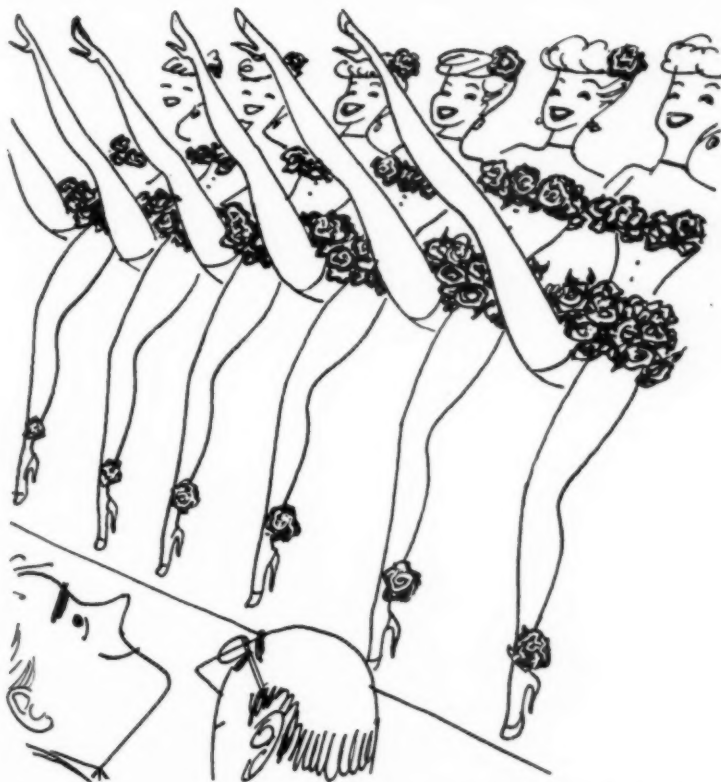
The annual convention of the Arkansas Nurserymen's Association will be held at the Marion hotel, Little Rock, Ark., July 23. Sam Peace, association president, has announced that the program will begin with morning registration and close after the banquet in the evening.

FLORIDA SHORT COURSE

The second annual short course of the Florida Nurserymen and Growers Association will be given August 22 to 24 at the University of Florida, Gainesville, Fla., according to T. J. Sheehan, department of horticulture at the university.

OCEAN CITY MEETING

Members of the Eastern Regional Mail Order Nurserymen's Association will meet June 19 to 21 at the Harrison Hall hotel, Ocean City, Md., according to an announcement by G. Hale Harrison, association president. In addition to attending



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ity. Canes and roots are completely enclosed in moisture-preserving polyethylene. Without waxing, plants stay fresh, plump and eager to grow.

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Finest-Fresh PANSY

	1/4 oz.	Oz.	Lb.
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Trimardeau Giants, mixed	\$.075	1.35	16.00
America, early-fl., mixed	..85	1.75	20.00
Maple Leaf Giants, mixed	1.15	3.00	35.00
Swiss Giants			
Adria, navy-blue	1.65	5.00	60.00
Alpenglow,			
cardinal to wine-red	1.65	5.00	60.00
Berna,			
dk. velvety violet-blue	1.65	5.00	60.00
Blumissalp, rose	1.65	5.00	60.00
Coronation Gold	1.65	5.00	60.00
Firebeacon	1.65	5.00	60.00
Flame, bronze-colored	1.65	5.00	60.00
Jungfrau, pure white	1.65	5.00	60.00
Lake of Thun Swiss Blue	1.65	5.00	60.00
Luna,			
clear sulphur-yellow	1.65	5.00	60.00
Orange, apricot to dp.			
orange center	1.65	5.00	60.00
Rhinegold, canary-yellow			
with dk. brown blotches	1.65	5.00	60.00
Silverbride (Mont Blanc),			
silvery-white and			
violet blotches	1.65	5.00	60.00
Winered (Claret)	1.65	5.00	60.00
Yellow Master	1.65	5.00	60.00
mixed	1.50	4.50	50.00
dwarf mixed	1.65	5.00	60.00

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Berna, violet-blue	2.15	7.20	75.00
Blumissalp, rose	2.15	7.20	75.00
Coronation Gold	2.15	7.20	75.00
Firebeacon	2.15	7.20	75.00
Flame, bronze	2.15	7.20	75.00
Jungfrau, pure white	2.15	7.20	75.00
Lake of Thun			
dp. marine-blue	2.15	7.20	75.00
Luna, sulphur-yellow	2.15	7.20	75.00
Orange,			
apricot, dp. center	2.15	7.20	75.00
Rhinegold,			
yellow, dk. blotches	2.15	7.20	75.00

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perennis Longfellow, dbl.	1.00	10.00
perennis Snowball, dbl.	1.00	10.00
p. Monstrosa, dbl. mixed	1.10	12.00
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p. M. Monstrosa, rose	..75	1.35	16.00
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p. enorma, dbl., crimson	..80	1.55	18.00
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salmon	..80	1.55	18.00
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Gold Medal Hybrids	1.25	15.00
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blue (white B)	2.25	7.50	80.00
Bluejay, clear medium blue			
(dk. B)	2.25	7.50	80.00
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(white B)	2.25	7.50	80.00
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(white B)	2.25	7.50	80.00
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ender (white B)	2.25	7.50	80.00
King Arthur, dk. violet			
(white B)	2.25	7.50	80.00
Lancelot, clear lilac self			
(white B)	2.25	7.50	80.00
Perival, white (dk. B)	2.25	7.50	80.00
Summer Skies, clear lgt. blue			
(white B)	2.25	7.50	80.00
mixed	1.50	4.50	50.00

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the business meetings and sales discussions, those present will enjoy a clambake and may do some ocean fishing.

OHIO SHADE TREE MEETING

The Ohio chapter of the National Shade Tree Conference will hold its meeting July 19, at the Siebenthaler Co., Dayton, O., according to an announcement by L. C. Chadwick, secretary-treasurer of the national conference.

VIRGINIA GARDEN COURSE

Nurserymen are again invited to attend the annual short course for gardeners scheduled for July 30 to August 3 at Virginia Polytechnic Institute, Blacksburg, Va., according to Albert S. Beecher, department of horticulture of the institute. The program will include a landscape design and plant materials workshop and special programs on roses, lilies, dwarf fruit, nut culture and plant diseases, as well as reports on progress made by the "Plant Virginia" Association.

L. H. MacDANIELS RETIRES

Dr. Laurence H. MacDaniels, head of the department of floriculture and ornamental horticulture at Cornell University, Ithaca, N. Y., since 1940, will retire June 30. He plans to continue to do research in plant anatomy after retirement.

Born in Fremont, O., Dr. MacDaniels attended Oberlin College, Oberlin, O., and received his A. B. degree in 1912. He did graduate work in plant anatomy, physiology and pathology and in pomology at Cornell, obtaining a Ph.D. degree in 1917.

Since 1921 he has been active at Cornell in teaching and research. On sabbatical leaves, Dr. MacDaniels has visited the Hawaiian and other Pacific islands where he studied plant distribution in relation to Polynesian migrations and collected plant specimens that have enriched the Bailey Hortorium and Cornell's botany collection. He is the author of numerous publications in his field of research.

Dr. MacDaniels was instrumental in founding the North American Lily Society, of which he has been president twice. He is the representative of the American Society for Horticultural Science on the American Horticultural Council, a member of the American Association for the Advancement of Science, the American and Massachusetts Horticultural

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As reported in a previous issue of the American Nurseryman, Dr. John G. Seeley was appointed professor of floriculture and head of the department of floriculture and ornamental horticulture at Cornell University as of June 1, 1956, succeeding Dr. MacDaniels.

SCOTT AWARD TO SEYMOUR

E. L. D. Seymour was recipient of the Arthur Hoyt Scott garden and horticultural award at commencement exercises June 4 at Swarthmore College, Swarthmore, Pa., according to an announcement by Courtney Smith, college president. The award, consisting of a gold medal and a prize of \$1,000, was established in 1929 by Margaret Scott Moon and Owen Moon, Jr., in memory of Arthur Hoyt Scott, a graduate of Swarthmore College in 1895 and an outstanding amateur gardener.

Mr. Seymour, whose home is at Huntington, Long Island, N. Y., was the editor of the "New Garden Encyclopedia." From 1936 to 1955 he served as horticultural editor of the American Home magazine. He did notable work on victory garden committees in World War II and was the founder and for 12 years president of the Long Island Horticultural Society. He has been a director of the American Horticultural Council since its formation in 1945 and is a member of the advisory council of the Garden Club of America's conservation committee and of many other horticultural committees and organizations. Currently he is editor of the American Horticultural News, the bulletin of the American Horticultural Council.

CORNELL ROSE PLANTING

A mass planting of unprecedented size took place the last week of May when Cornell University and the city of Ithaca, N. Y., put in 2,400 Miss Liberty rosebushes, a gift from the Gardening Council, according to an announcement by the organization.

The university will use 1,000 of the rosebushes to beautify the area behind its new agricultural college, and 1,000 will be used in connection with research on weed control now being undertaken by the college. The remaining 400 will be used by the city of Ithaca as contest prizes for the best suggestions on how to beautify the community.



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CYDONIA JAPONICA, seedlings 1-yr., 10 to 15 ins.	5.00	40.00
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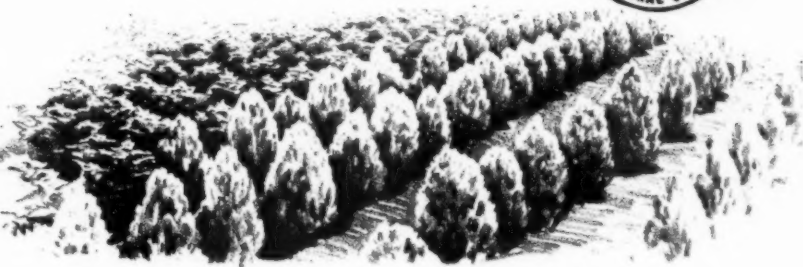
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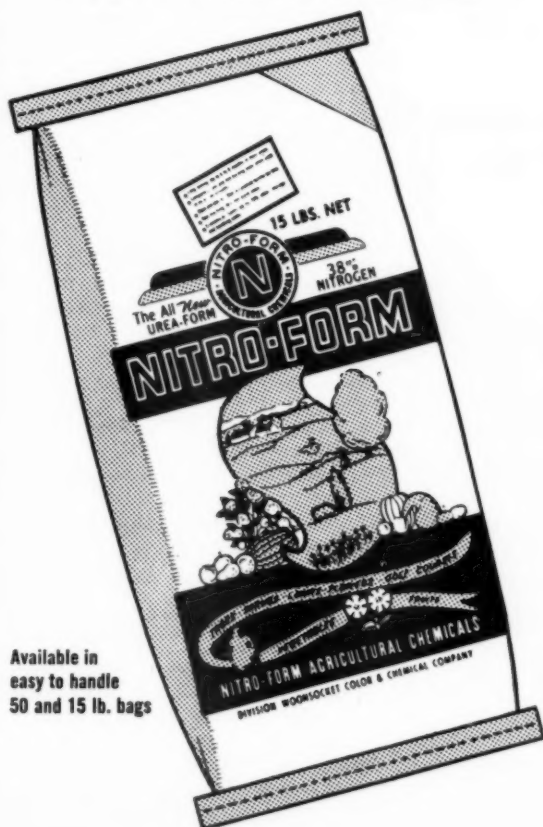
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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

SUMMER COLOR IN THE SOUTH

In a talk given last fall, Alden Hopkins, resident landscape architect of Colonial Williamsburg, at the American Horticultural Congress remarked on the difficulty of having successful perennial borders in the hot Virginia summers. In our own tidewater Maryland we have much the same difficulty and have met the problem in much the same manner as it is met in Virginia, by the use of spring bulbs and flowers, with a heavy reliance on broad-leaved evergreens for the summer.

This is sufficient for a good many gardeners who would just as soon retreat from the August heat. However, often the gardener is a transplanted Long Islander or a former Massachusetts resident and, being used to the fine delphiniums, etc., that he formerly grew, wants to make an effort to have summer flowers. Since we in Maryland do not have to conform to the colonial theme, as Williamsburg does, and are allowed considerable latitude in other ways, because our failures are not so exposed to public notice, we can, with considerable contriving, get at least a fair amount of color in midsummer. We, too, use a number of summer-flowering shrubs and berry-bearing plants, including some of the modern plants. My own favorites are crape myrtle, double-flowered pomegranate, vitex, hydrangea, caryopteris, buddleia, abelia, hypericum and ceanothus among the flowering shrubs. The bush honeysuckles and the several viburnums make the best summer berry-bearing plants.

Shrub Borders

In that borderland between shrubs and perennials are some showy and colorful summer bloomers such as the mallows, floribunda and polyantha roses and the shrubby fuchsias. They are fine for adding color in the shrub border.

While the spring bulbs can be used for color in the garden as no other plants can, yet there is a small good group of summer bulbs that can be used to add color to the border by planting in small masses. Among them are the lycoris, several of the true lilies and in shady spots tuber-

ous-rooted begonias. While one does not think ordinarily of planting gladioli in groups of a couple of dozen bulbs in spots in the border, yet gladioli can be extremely effective that way.

Although in tidewater Maryland we avoid the type of perennial garden or border common to the northeast, there are a number of herbaceous plants that can stand the summer heat. They include a fine list of day lilies and such plants as oenothera, heliopsis, gaillardia, coreopsis, tritonia, liatris, veronica, sedum and several others. In addition, this section of Maryland is fine country for the fall-blooming asters and chrys-

anthemums which are now more offered in summer-blooming varieties.

Bedding Plants

I have often thought the tender bedding plants could be more widely used, much as is done in California. Ours is a humid climate with an average annual rainfall approaching 50 inches, yet almost invariably we have a 2 to 4-week hot drought in midsummer. When the drought arrives the average local gardener sits in the shade or goes fishing and lets the garden go to pot. In California where water is much scarcer, no garden can do without supplemental irrigation. Californians take watering seriously and in a climate much hotter than ours succeed with these plants. Maybe the eastern gardener will learn as eastern agriculture is just beginning to learn that supplemental irrigation can pay off.

Similarly, some fine summer color can be had with the use of annuals. Of course, the difficulty from heat

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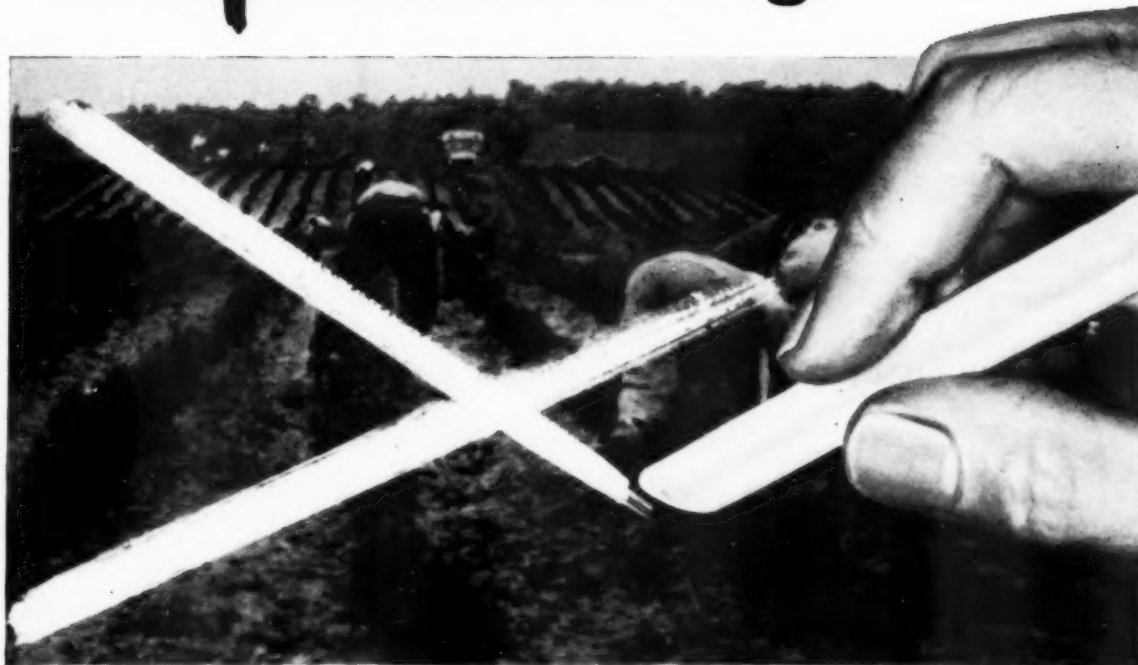
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and drought is not so much of a problem, for a good many of the annuals are almost desert plants; at least they can take a lot. Such plants as portulacas, petunias and zinnias are fairly easy to grow. They do not, however, fit the best in colonial gardens and have to be used with moderation on that score. But here again, as long as the color is used merely to brighten up borders, walks and terraces, they serve their purpose without spoiling the landscape scheme.

While I myself am fond of the green garden, I do think its severity should be reduced by the use of at least some additional color in every month that it is at all possible.

MORE ON MAIL ORDERS

Writing May 16, John W. Kelly, Kelly Bros. Nurseries, Inc., Dansville, N. Y., adds the following comments about the spring trade:

"For all the handicaps we have had to operate with this season, we are well pleased with business. We were caught last fall with a lot of our stock in the field. The ground froze early here.

"Early in the spring we couldn't dig because of the continuously wet weather, with rain and lots of snow. This is the first season I can recall that we did not have a December or January thaw when we could finish our digging.

"The demand for fruit trees has been good. The mail-order business has been quite satisfactory. As I write this letter, we still have several thousand orders to ship, and they are still coming in at a good rate."

COLGATE PURCHASES FARM

John C. Miller and his son, who operate the Colgate Nurseries, Dundalk, Md., recently purchased a 115-acre farm on the Churchville road, Bel Air, Md., from Coy D. Tharpe. A portion of the land was available for immediate planting of nursery stock by the Millers. The nurserymen will take possession of the remaining farm acreage October 1.

VERNON JOHNSON, R. F. D. No. 1, Fredonia, Pa., has been granted a resident nursery certificate by the state and will develop a small forest nursery.

ARMANDO VITALE is starting a nursery and growing seedlings on two and one-half acres on Briggs avenue, Preakness, N. J., post office, Paterson, N. J.

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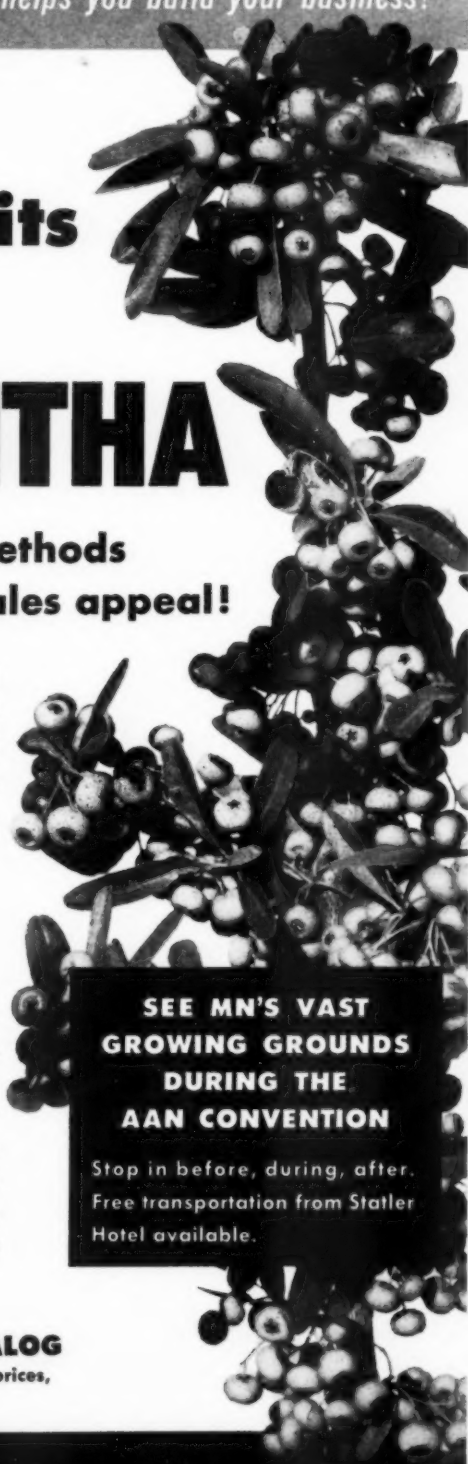
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PLANT NOTES HERE AND THERE

By C. W. Wood

Heuchera

An inquiry came this morning for directions for vegetative reproduction of named heucheras. Although I am sure that the matter has been covered in this column, I do not now locate it and am glad to give it here.

Heuchera, a strictly American group of plants embracing upward of 70 species, according to Rydberg, has long been a popular garden and florists' flower. It is remarkable, though, that few species besides Heuchera sanguinea and its forms have had much influence on our gardeners. But these have made good border plants, excellent cutting material and, with the exception of the kinds with extra-large leaves and the taller-growing ones, good rock garden ornaments. They are not particular as to soil or exposure, doing well in almost any well-drained spot in either sun or partial shade. In a cut flower role, they may be handled both in the open and for forcing in early spring.

Probably the most useful, certainly the most readily available, are the numerous forms of *H. sanguinea*. The type grows about 18 inches tall, with a low-growing tuft of heart-shaped leaves, from which spring numerous scapes bearing bright red bells. Horticultural forms vary from dark crimson through all shades and tints of pink and salmon to pure white. There are so many named varieties now in gardens and more coming on the scene from year to year that it would be quite useless to name them here. It will be in these named forms that the grower will find greatest profit, so it may be well to consider briefly their vegetative reproduction, because that is the only way that stock true to name can be maintained.

Vegetative reproduction may be accomplished in at least two ways, depending upon the number of plants wanted and the facilities of the propagator. The easiest, and at the same time, the least rapid method is by simple division of the clumps. More rapid, and still within the means of the grower without a greenhouse, is a finer breaking up of the clumps. That may be done by lifting the plants in midfall and breaking them into as small pieces as possible so each piece has a single head and

at least a root or two. These pieces should be planted in a frame where they can be watered until they become established and where they can be protected during the first winter. They may be lined out in the open the following spring when weather permits.

They may also be propagated from leaf cuttings. Take a leaf, including the leafstalk and a little sliver of old wood, and place it in sand in the cutting bench of your coolhouse in late fall. Allow the cutting to remain there until two or three new leaves have developed, which will usually be from mid-January until mid-February; then pot each rooted cutting singly and carry it along in

doors until it is safe to put it in the open. If no greenhouse is available, cuttings may be taken after the new leaves have matured in early summer, rooting them in an outdoor frame in light soil. In that case the rooted cuttings should be kept in a protected frame during their first winter. In any case, be sure to get the adventitious bud at the base of the leafstalk; otherwise, the cutting will make roots but no top growth, and will pass out of the picture the first winter.

Habenaria

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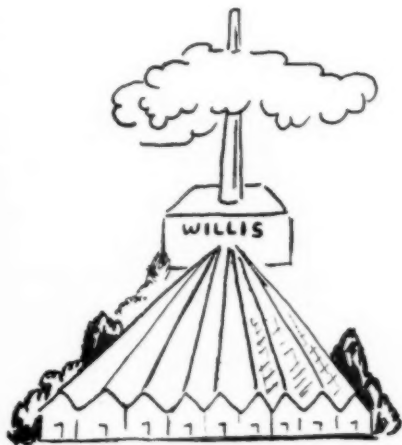
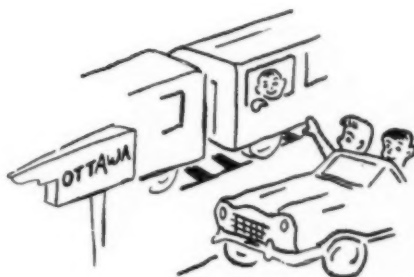
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interest in these plants stimulated by the many new orchid books which have been published in recent years), he should be able to offer his customers at least two or three of the habenarias. The names are so confused, some botanists dividing habenaria into a number of genera, that it is rather difficult to write understandingly of it, so I shall keep to the old interpretation, with which most of us are familiar. So treated, the genus is made up of about 400 species, many of them being tender to cold and many others possessing too little ornamental value to interest the gardener. The least desirable of the hardy ones, from the garden standpoint, are those with greenish-white or greenish-yellow flowers, so they will be skipped now. Of those with pure white flowers, *Habenaria blephariglotis* is about the best that I know. It is, in fact, one of our best native orchids, and deserves more attention than it now receives. It is a plant for bog treatment. There is a western form, *H. leucostachys*, with pure white flowers that would probably be well accepted by gardeners in other parts of the country if it were offered them.

There are several hardy habenarias with colored flowers, ranging from purple to orange and orange yellow. Of these the following natives may be mentioned as being worthy of your attention: *H. ciliaris*, the commonest, a yellow, fringed orchid; *H. peramona*, with large violet-purple flowers; *H. fimbriata*, with fragrant lilac-colored flowers; *H. cristata*, with orange-yellow flowers, and *H. psychodes*, with lilac flowers. Most habenarias want bog treatment, but some species, such as *H. ciliaris*, will do well in any moist soil in the border that is not actually alkaline.

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cluding long blooming season, nice growth habits, good colors and remarkable freedom from disease and insect pests. What more could one ask of a plant? I have observed the several varieties of these dwarfs in the past few years and believe I am being conservative when I say that they are to be numbered among the better landscape plants of recent introduction. If growers will try them in their own work, they will see what I mean when they find how well dwarf asters fit into many schemes where 10 to 15-inch plants are needed.

Ever since their introduction I have been interested in their origin, and conversations with several observant growers have brought out divergent ideas about it. My own opinion was that they came from *Aster meritus*, which is said to vary from a little mite no more than two or three inches tall to others of a foot or more. I can well believe that, too, for much variation in stature was shown in my trials, and some were not easy to cultivate. Be that as it may, I finally decided that the only way to find out the origin of the Oregon-Pacific hybrids was to go to the hybridizer, Prof. LeRoy Breithaupt, Corvallis, Ore., and he graciously gave me the following information:

"No, it was not *Aster meritus*, but a plant I found growing in the sand on Oregon's Pacific shore above ordinary high tide and below the high storm water line. I have seen no other aster that resembles it closely, although the botanist at Oregon State College called it an aberrant form of *Aster douglasii*.

"I have wondered if it did not drift in from somewhere or that it might have been a natural cross between *douglasii* and something else. Anyway, I collected it and have used it as the foundation for my Oregon-Pacific varieties. The flowers are blue and fairly large, and the plants are semipro-cumbent, around 10 to 15 inches high, sturdy, vigorous, early, and longer-blooming than most. I found this aster in 1938 while hunting for wild asters that might be useful for crossing with various of the commercial varieties I have been collecting for several years, and it seemed to be what I was seeking, and the results have been quite satisfactory."

Anyone acquainted with the kinds that have now reached our eastern nurseries will agree with the Professor, I think, that "the results have been quite satisfactory." And if the acquaintance has extended to the lovely, 10-inch, raspberry-rose Twinkle and the pretty prostrate

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Violet Creeper, aptly described by its name, one will agree that he was quite conservative. Canterbury Carpet, a 10-inch plant with a spread of twice that, is also well named because of its Canterbury-blue flowers. And I hear of others to come on the scene later, with a pure white variety, Snowball, making its debut to western gardeners this year. The last named is described as making a foot-tall, bushy growth with a crown of sparkling, clear white flowers. Most of the Oregon-Pacific hybrids that I have seen can be depended upon to put on their show from mid-August well into October.

A Penstemon Note

A letter from a valued correspondent, Fred H. Fate, and an earnest student of the beardtongues, has some ideas on breeding penstemons which may interest readers. It may be added that the letter was prompted by a note in this column on the tender hybrids. I adapt from the letter as follows: "Penstemon digitalis is a difficult subject for the plant breeder, as it has 12 sets of chromosomes, 96 in all. *P. cobaea* is another difficult one. It is a natural tetra, having 32 chromosomes, while most penstemons have eight. I have done a lot of work with *P. cobaea* and have nothing to show for it. This past summer I tried crossing it with *P. triflorus*, from southwest Texas, probably its nearest relative. This is a pink-flowered plant, with foliage and habit of growth similar to *cobaea*, but the flowers are smaller, being about the size of the average *digitalis* flower. It is now generally believed that *cobaea* did not enter into the make-up of the large-flowered, tender hybrids.

"The cut flower subject is much discussed in penstemon circles. In addition to the large-flowered hybrids only *unilateralis*, *barbatus* and *johnsoni* are of much value in that way in my opinion. In regard to the western species, *ovatus*, *unilateralis*, *barbatus*, *strictus* and *cardinalis* do well here. The last three are desert plants; why they do well here is a mystery to me. *Cardinalis* has an insignificant flower, but it is pure spectrum red—a beautiful color."

Penstemon Rupicola

I quote from a recent letter: "I brought back last fall from a Washington state nursery a few plants of a shrubby penstemon, labeled *P. rupicola*, that I should like to increase. Can you tell me anything about its culture and propagation?" I can tell you more about culture and propagation than about the name,



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for, like many of the beardtongues, its naming seems to be in some confusion. Although my copy of "Hortus" gives the plant the name *rupicola* without any question of synonyms, I find it mentioned in some of the literature as *P. newberryi rupicola*, and that may be a later interpretation. Perhaps some of our penstemon students can put us right on the nomenclature.

The plant, regardless of its name, is one of the better, perhaps the best, of the dwarf woody kinds that have reached gardens. It did best in northern Michigan in sterile, gravelly soil, on the north side of a rock, where it was shielded from the sun during the middle of the day. There it got no more than four inches tall, but only a slight increase in soil fertility may induce it to reach six inches. In any case, if the soil is not made rich, it will make a low, compact growth of woody stems, clothed in little ovate leathery bluish leaves and large (startlingly large for the size of the plant), deep rose-pink to rose-red trumpets. It was not quite so floriferous as other dwarfs that were in my trials at the time, but it certainly made up in size of flower and beauty all that it lacked in quantity production.

It comes readily from fresh seeds sown in fall, left to freeze during the winter and brought into gentle heat in March, or planted in a coolhouse in February. Despite the statement in the literature that it has rose-crimson flowers, there is likely to be some variation in flower color, as mentioned in the preceding paragraph. Of course, this variation, even though slight, is to the advantage of the plant grower, because selected forms are easily increased from cuttings. Cuttings from a plant as small as this are small of necessity, but that does not make for difficulty of propagation. Actually, soft cuttings taken almost any time during the summer root with ease in an outdoor frame. This far north in Michigan we found it best to leave the rooted cuttings in a protected frame over the first winter, though those rooted early (June and early July) were perfectly safe in the open.

Mentha Rotundifolia

When a foreign plant adapts itself so well in the United States that it makes itself at home in moist places from Maine to New Mexico and we like the immigrant well enough to bring it into our gardens, the mutual affection should mean a useful association. That seems to be true in the case of the round-leaved mint, which has been used in gardens and kitchens



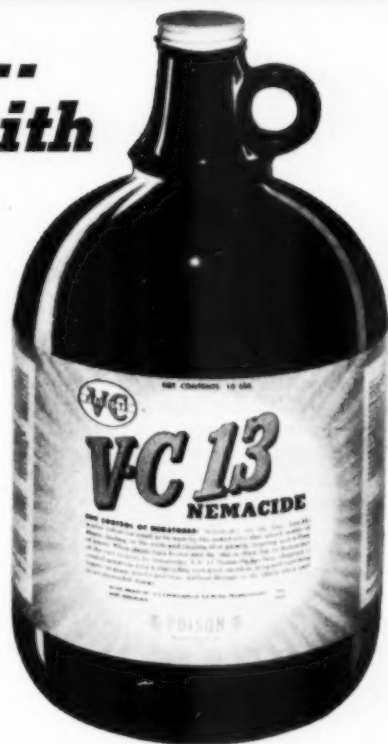
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for a long, long time and has escaped to suitable places in many sections in eastern and southern states. It will no doubt be true, also, so far as gardens and kitchens are concerned, of its variegated form, which has greenish leaves with creamy variegations, when gardeners know about it. In addition to its culinary uses, it is highly ornamental at the front of a border or as a low edging plant.

GARDEN CENTER OPERATION

[Continued from page 12]

children's express wagons. In one center the customer has his choice of pushcart or red express wagon. About 60 per cent prefer the wagons.

Wide aisles are needed for the carts and wagons. A minimum of four and one-half feet is desirable. There should be no dead-end aisles to confuse the customer and cause congestion.

All merchandise should be well marked so the customer will know the price and the checker can figure quickly the amount of the purchase. Display is more important in the self-serve garden center than where salesmen are employed. The merchandise is on its own — there is no one there to sing its praises to the customer. Displays should be as neat and well organized as one can make them, and selling aids provided by the manufacturer should be used whenever it can be done to good advantage.

Display Arrangement

In arranging displays of merchandise, allied products should be grouped together. For example, all plant foods in one display, all insecticides in another, etc. A further refinement in arranging merchandise is to place it in the same order as the customers' needs arise for it. The meaning of this might be made clearer by giving an example.

Suppose a customer has selected several rosebushes to start a rose garden. He places them in his little red wagon and proceeds down the aisle. For the proper planting and care of his roses he will need a shovel, pruning shears, fertilizer, garden hose, peat moss, plant labels and insecticides and fungicides. If the items are placed in approximately that order he will be reminded of them as he goes along the aisle and may buy the ones that he lacks.

Seasonal merchandise should be given the most prominent display at proper planting time to remind the customer that now is the time to plant it. Roses, shrubs, shade trees and evergreens will start off the planting season, to be followed later by perennials and bulbs. Still later

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ALAMEDA, purple-rose flowers, wine-red fruit

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FLORIBUNDA PURPUREA, purplish-red flowers, purplish-red fruit

GENEVA, purplish-red flowers

GLORIOSA, purplish-red flowers, bright red fruit

HOPA, rosy flowers, red fruit

MAKAMIK, China rose flowers, purplish-red fruit

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vegetables and bedding plants will be featured. The same is true of allied merchandise. Plant food and mulches sell best early in the season. The season for insecticides and fungicides comes later.

When the customer has completed his purchases he goes to the check-out counter (see diagram). On or near the counter should be displayed several kinds of merchandise that are also regularly on sale in the store. He may have overlooked them as he walked around the store, but their presence at the check-out counter may remind him that he needs some of them. This is known as impulse merchandise. The impulse merchandise should be changed quite often and at no time should there be any great variety of it or it will not make the proper impression.

After paying for his purchases in the garden shop the customer can return to his car only by going through the lath house or outdoor sales area where are displayed balled and burlapped trees, plants in cans or pots, shade trees, etc. Thus he is exposed to the rest of the merchandise. The arrangement of this area should be such that he cannot avoid seeing a large portion of the plants before he reaches the exit. Something may catch his eye that pleases

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him, and he will add it to his purchases.

This is the area of the garden shop that is most difficult to operate on the self-serve basis. Much of the stock is too bulky to handle on an express wagon or pushcart or too heavy to carry to the car without help. Large bales of peat moss and large bags of fertilizer are usually carried in stock in this area, protected in some manner from the weather.

There should be salespersons on hand to help the customer make his purchases of this heavy and bulky merchandise and to arrange for it to be taken to his car. He pays for it at the check-out counter at the exit. It is easy to distinguish the merchandise from that which he bought and paid for in the garden shop.

Some self-serve garden center operators say that they need only about half as many employees as do centers in which all sales are made by salespersons. Nearly all customers need some help, especially advice on the planting and care of nursery stock. Customers look to salespersons for this information. No two salespersons are likely to give exactly the same instructions. Some of them are not well qualified to give any at all. One nurseryman has solved this problem by having the cultural instructions printed, and all such questions are answered by referring to these.

McGREDY VISITS U. S.

Samuel McGredy, of Samuel McGredy & Son, Portadown, Ireland, visited Tyler, Tex., in May on a tour of rose-growing centers of the United States. Having been to nurseries on the eastern seaboard first, he went from Texas to California and then to Oregon, where he spoke on "The History of Irish Roses" at the annual meeting of the American Rose Society, June 6, at Portland. On his return trip home he visited Pennsylvania growers.

A skilled hybridizer, the 24-year-old Mr. McGredy represents the fourth generation in his firm, which was started in 1860 by his grandfather, who purchased a nursery which had been in existence since 1600. Today the firm is Ireland's largest rose nursery.

Mr. McGredy named Mrs. Sam McGredy, introduced in 1929, as the most popular of the varieties introduced by his firm. Others of its rose introductions which have become famous are McGredy's Sunset, McGredy's Yellow, Margaret McGredy, McGredy's Scarlet, Rubaiyat, Rex Anderson and Picture. Lilac Time is

currently the firm's best seller. Peace is a cross of two McGredy roses, Margaret McGredy and Charles P. Kilham.

Color and sometimes other characteristics of varieties differ widely in various climates. Charlotte Armstrong, for instance, is a pink in the damp Irish climate and clay soil, said Mr. McGredy. Some varieties his firm discarded as worthless in Ireland have been introduced in the United States and become top sellers, even All-America award winners. One was Rubaiyat; it blooms magenta in Ireland, but old rose-pink in the United States. Picture is another popular American variety that had to be discarded in Ireland. The McGredy firm grows many American introductions, but mostly floribundas, which are better suited to the Irish climate.

JAPANESE BLACK PINE

[Concluded from page 11]

the tree. This tree of character may even be placed in a landscape so that it leads the eye to observe other plantings nearby, or a garden that may be in the distance.

Used as Windbreak

This excellent evergreen is used a great deal as a windbreak or screen to provide a sheltered place for plants that cannot endure an ever-blowing wind. One is amazed at the variety of material that can be grown at the seashore, if given proper protection. Such a screen also shields the home from such winds and reduces the fuel bill during the winter months.

Sandy banks or slopes have been successfully planted with Japanese black pine. In one instance Scotch pine and red pine were forced to give up the ghost, but when *Pinus thunbergi* was used in the same area it endured and the trees grew to be fine specimens. So, it is a good possibility for banks of sand, as long as the slope is not excessive.

There is a great demand for this tree by people who live temporarily or permanently at the seashore, where the winds seem never to stop blowing and the sand particles continually bite your face or taunt the plants that grow there.

LUKE'S NURSERY, Pauls Valley, Okla., recently was purchased by Higdon's Flower Shop, Oklahoma City.

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SOILS and FERTILIZERS

Seed and Potting Composts, by W. J. C. Lawrence and J. Newell. Preparation and use of John Innes composts, with special reference to soil sterilization. Illus., 160 p. (1950).....\$1.75

Care and Feeding of Garden Plants, by 14 specialists. Lawns, shrubs, trees, vegetables, fertilizers. 184 p. (1954).....\$3.00

The Nature and Properties of Soils, by Lyon, Buckman and Brady. Plant nutrients, soil formation, mineral soils, liming and fertilizers. 591 p. (1952).....\$6.00

Soils and Fertilizers for Greenhouse and Garden, by Laurie and Kiplinger. Water supply, nutrient supply, sterilization, cover crops and composts. 128 p. (1948).....\$2.50

Handbook of Fertilizers, by A. F. Gustafson. Source, composition, effect and application of commercial fertilizers. 172 p. (1944).....\$2.50

MISCELLANEOUS

Beginning in the Nursery Business, by John J. Pinney. Complete series reprinted from *American Nurseryman*. Booklet. (1946)....\$0c

Orchids are Easy to Grow, by Logan and Casper. Potting, seed germination, propagation, composts and pests. Table showing characteristics and requirements. 312 p. 21 color plates. (1949)....\$6.00

New Greenhouse Gardening for Everyone, by Ernest Chabot. Covers culture, material and equipment for growing plants under glass. Amateur. 252 p., illus. Revised ed. (1955).....\$4.75

A Growers' Guide to Bedding Plants, by C. H. Potter. Covers soil, seeds, propagation, transplanting, pests and diseases, vegetable plants, geraniums, culture tips, 4-p. reference chart. 64 p., illus. (1953).....\$1.00

Standardized Plant Names, 90,000 scientific and common names. Standard authority. 673 p., 2nd ed. (1942).....\$10.50

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PORTLAND 19, OREGON

**WHOLESALE
GENERAL NURSERY STOCK**

WESTERN REPORT

An addition to the Pacific coast
reports by wholesalers published in
the preceding issue is the following
survey by Harry E. Rosedale, presi-
dent, Monrovia Nursery Co., Azusa,
Calif.:

"I should say that business in this
area has been very good this past
season. The demand for good nursery
stock was unusually strong and con-
tinues to be strong due mostly to the
heavy building program throughout
California, both residential and in-
dustrial.

"The character of the demand is
changing somewhat locally, the trend
being for more emphasis on specially
trained plants, such as espaliers, pyr-
amids, columns and other topiary
subjects. There is an increased de-
mand, both locally and out of state,
for more low-growing shrubs to
meet architectural trends of today.

"A good supply of general labor
was available, but skilled and ex-
perienced help was scarce. Most
nurseries in the area had sufficient
key personnel to carry them through
without too much difficulty.

"Shipping was slower at the begin-
ning of the season, both locally and
out of state, due to colder weather;
however, the additional rains and
continued moderate weather more
than made up for the slow begin-
ning.

"In southern California the future
looks very bright for the nursery in-
dustry, as building continues at a
terrific pace. More stock is being
grown, but it is still difficult to meet
the increasing demand.

"The out-of-state business contin-
ues to increase, due largely to the
great satisfaction of container-grown
ornamentals.

"Prices for nursery stock are in-
creasing, but are not adequate, in
many cases, to make sufficient profits.
Prices for nursery stock have not
kept up with prices in other indus-
tries."

NEW ARMSTRONG STORE

Armstrong Nurseries, Inc., On-
tario, Calif., will open a new nursery
and garden store carrying a complete
stock of plants and a full line of gar-
den supplies at the Ontario Plaza
shopping center on Mountain avenue
near Fourth street. The new facilities
will include a flower shop and land-
scaping service also.

According to J. Awdry Armstrong,
vice-president and general manager
of the nurseries, the new store will be
one of the most modern of its kind
in the country, and a tentative open-
ing date has been set for October 1.
The Mountain avenue location is the

A. MCGILL & SON
FAIRVIEW, ORE.

Wholesale only

**FRUIT TREE SEEDLINGS
FLOWERING ORNAMENTAL TREES
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**Constant Vigilance Results
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Write for List Today
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We specialize in the newest, hardy
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sizes; also the extremely hardy, newer
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if you do your
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latest in a series of additions in southern California to the original Armstrong establishment on Euclid avenue at Ontario.

OREGON NOTES

Alfred Teufel, Portland, shipping a carload of holly trees to New York, placed one recording thermometer on the inside of the car and one on the outside, so that he could obtain a complete picture of inside and outside temperatures on the long trip. Whereas the outside thermometer records showed a minimum of 30 degrees and a maximum of 80 degrees as the shipment was on its 9-day journey, the record inside showed that the temperature was constantly close to 40 degrees.

Earl Kelley, son of Jack Kelley, Kelley's Landscape Nursery, Portland, is now associated with his father in the business. Jack was also recently appointed chaplain of the Veterans of Foreign Wars at Estacada, Ore. The Kelley firm has constructed a pond 45x175 feet for irrigation on its farm at Estacada.

Walt Ritter's Garden Centers, Spokane, Wash., have a new center in the Spokane area, employing 18 men.

Cherry trees underwent the most

DID YOU KNOW?

That an acre of grass may lift from the soil $6\frac{1}{2}$ tons of water daily.



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Evergreens - PROPAGATORS AND GROWERS
WHOLESALE

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Top-quality, field-grown patented and standard roses.

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serious winter damage in Oregon history at The Dalles, according to a recent report released by the state department of agriculture. The same report stated that cherry and prune trees in the Milton-Freewater area were nearly wiped out and apple trees suffered considerable freeze damage.

The Oregon department of agriculture reports that Oregon nurseries are free of any barberry, mahoberberis or mahonia varieties susceptible

to black stem rust, a destructive pest to grain crops. Tom Van Zanden, agriculturist for the federal barberry eradicator project, told this to state department of agriculture officials after completing inspections of 27 nurseries which ship these plants interstate. Twenty-five of the nurseries are at Portland. The other two are at Salem. Shipping season for approved plants begins October 1.

Frederick A. Wiggins, Seattle, Wash., a well-known horticultural

PACIFIC COAST NURSERY

Rt. 1, Box 114B, PORTLAND 9, ORE.

**Pioneering Seedling Growers on
the Pacific Coast Since 1914**

**Specializing in Fruit Tree Seedlings
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French Apple Seedlings,
Str. and Br.
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Combination carloads to eastern distributing points.

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Props.**

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PORTLAND 15, OREGON

Quality Stock

Our new catalog carrying prices for the 1956-57 season will be sent out early in June. Nursery stock in this area is recovering far better than expected from the freeze of last November, and we are now assured of a good supply of high-quality stock for the 1956-57 season.

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES
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Write for our Catalog

THE FRIENDLY EVERGREENS

By L. L. KUMLIEN

Containing over 500 illustrations, including 82 color plates
\$10.00 per copy, postpaid

Originally published by America's largest and oldest nursery specializing in evergreens, this book covers in nontechnical language the various genera of conifers used in landscape plantings, discussing their characteristics, planting uses, propagation, culture, etc., well illustrated by special drawings.

Bound in cloth of two colors, the book contains 237 pages, 8½x11 inches, and more than 500 illustrations, 82 in color, depicting the conifers principally in the trade. The most complete book descriptive of conifers, out of print for several years, this will be welcomed in its new printing by those among trade and public alike who are interested in evergreens.

AMERICAN NURSERYMAN

343 S. Dearborn St.

Chicago 4, Ill.

broker, died on a business trip in a New York city hospital on May 20, after a brief illness. He was 87.

Barney Goletto, Milwaukie, camellia grower and hybridizer, died in an Oregon City hospital May 15 after two weeks of illness. Mr. Goletto was born in 1881, in Italy, and came to the United States when he was 23 years of age. He went to Milwaukie in 1904 and worked for a short time in a nursery, later acquiring his own place. C. H. P.

OREGON MEETING

The Oregon Florists' Club was host the evening of May 22 to members of the Oregon Association of Nurserymen. Nearly 90 persons were in attendance. After a social hour, the group enjoyed a pot-luck dinner prepared by the ladies present.

Melvin Surface, president of the Oregon Association of Nurserymen, spoke briefly to the group, as did Charlie Potter, executive secretary of both the O. A. N. and of the Northwest Florists' Association.

Alan James, James' Burkhardt Florist, was in charge of the evening's program. He presented Mr. and Mrs. Eric M. L. Kollowrath, who showed colored pictures of outstanding European gardens from Scotland to Italy. C. H. P.

WYNE'S SALES AWARD

A "Sammy" award, the "Oscar" of the sales profession, was presented to Jay Wyne, landscape adviser for Rosedale's Nurseries, Inc., Monrovia, Calif., at the salesmen's testimonial breakfast April 28, at the Biltmore hotel at Los Angeles. The gold statuettes, given for outstanding achievement in the field of selling, are awarded annually to 10 top salesmen, chosen from among an estimated 25,000 candidates, by the award committee of the Sales Executives' Club of Los Angeles.

Mr. Wyne is married and the father of three children. He graduated from Whittier College in 1941 and served three years in the United States Air Force. He has been associated with Rosedale's Nurseries for the past 10 years. He was manager of the Compton store for one year and of the Monrovia store for six years and three years ago was appointed landscape adviser for the entire Rosedale organization.

CONVENTION TRAIN

To those who will be taking the special train to attend the A. A. N. convention at Los Angeles next month, William J. Smart, transpor-

tation chairman, wishes to point out that the train tickets are routed through San Francisco, Calif., as an economy measure only; the train will stop at Fresno, Calif. Pullman tickets, he states, will not be distributed to ticket holders, but will be held by conductors on the train.

BRITISH COLUMBIA ELECTS

New officers of the British Columbia Nurserymen's Association for 1956, as reported in the May issue of *Balls and Burlaps*, are as follows:

Lloyd Smith, Burnaby Perennial Gardens, Burnaby, president; Jack Petty, Roscroft Nurseries, Langley, vice-president, and Mrs. Margaret J. Hunter, Kingsway Garden Shop, Vancouver, secretary-treasurer. George Wilcox, Wilcox Nurseries, Oliver; John Murray, Murray's Nurseries, Ltd., Vancouver; Val Johnson, Layritz Nurseries, Ltd., Vancouver; J. Lang, Lang Nurseries, Lulu Island; C. Van Ness, Helmar Nurseries, Newton; J. H. Eddie, Eddie's Nurseries, Vancouver; George Fagerberg, Layritz Nurseries, Victoria, and David Hunter, Kingsway Garden Shop, Vancouver, are directors.

WISHING WELL NURSERY, 392 East Foothill boulevard, Rialto, Calif., recently held a week-long grand opening. Owners are Frank Heer and John Tomlin.

RECENTLY granted a permit by the Santa Barbara, Calif., board of supervisors, Phillip L. Leedy and A. W. Peers plan to establish a retail nursery at Auhay drive and Hol-lister avenue.

HUGH EVANS, founder of Evans & Reeves Nursery, Los Angeles, Calif., was honored recently at a testimonial dinner given for him at the American Legion hall, Robertson boulevard, Los Angeles.

NORMAN'S NURSERY, Corona del Mar, Calif., will soon be replaced by a large commercial building. Ellis Bros., who purchased the nursery from Lincoln Norman about six months ago, did not renew the building lease.

OPENING their newly remodeled Orchard Nursery, now located midway between Lafayette and Orinda, Calif., owners Jack Schneider and Stewart Wade arranged for Ernest Wertheim, landscape architect who designed the new nursery plans, to answer questions on garden problems, and Norvell Gillespie, local gardening authority, to broadcast his radio program from the nursery.

**Don't Let Peach Growers
Gamble with Nematodes!**

SELL

ROOTSTOCK

**... proven best in
all types of soil!**

Play safe with your customers! Insure them high production by selling the world's only patented peach rootstock—Stribling's S-37!

In sandy soil or heavy soil, S-37 thrives... gives positive protection against nematodes. To guarantee yourself happier, more prosperous customers, don't sell any peach, almond or nectarine variety until you see Stribling's first about S-37.

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Regular transplanted. Rare stock. Free of noxious weeds. In the business to stay.

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GROWN BULBS

229 Oak St. RIDGEWOOD, N. J.

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79th Year

MILTON-FREEWATER, ORE.

For Fall, 1956 — Spring, 1957

Flowering, Ornamental Shade
Trees, Evergreens and Shrubs

Fruit Tree Seedlings

Apple, Pear, Mahaleb, Mazzard
and Myrobalan.

Specialties

Moraine Locust (Pat. No. 836)
Crimson Beauty Flowering Quince
(Our own introduction)

Combination carlots for eastern distributing points during shipping season.

MITSCH NURSERY

Wholesale Propagators of
Evergreen Liners

Write for latest price list.

AURORA, ORE.

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Minimum order, \$3.50.

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Forms for August 1 issue will close Friday, July 13.

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AZALEAS FOR GROWING ON
Healthy plants for June shipments.

TRANSPLANTS

Pinched and branched, should make good 4-in. pots for fall 1956.

KURUMES AND PERICATS

2400 Coral Bells 25.000 Hexe
1500 Chas. Enecke 4.000 Hexe de Saffelare
3000 Distinction 900 Hinodegiri
2500 Eugene Pink 900 Salmon Beauty

BELGIAN INDICAS

600 Adrian Stuyart 1500 Prof. Walters
500 Avenir 2000 Paul Schaeume
1900 Albert and Eliz. 3000 Rose Queen
6000 Dresden 4000 Sweet Sixteen
2000 Eric Schaeume 1000 Triomphe
1000 Fred Sanders INDICA AZALEAS
2400 Jean Haerens 5000 Pride of Dorking
4000 Lentengroot 2500 Iveryana
2500 Mme. Petrick 500 Indica Rosea
1000 Perle de Noisy 1700 Snowbird
Above, \$15.00 per 100, F.O.B.; \$17.50, delivered, express prepaid. No order of less than 200, in units of 25 of a variety.

LINERS, OUT OF 4-IN. POTS

Should make good 6-in. pot plants next fall, \$25.00 per 100, F.O.B. Upland; \$35.00 per 100, delivered, express prepaid. No order of less than 100 in units of 25.

14,000 Hexe 1350 Mme. Petrick
1,000 Hexe de Saffelare 650 Mme. Van der Cruysen
600 Distinction 400 Niobe
900 Lorraine 400 Orchidflora
500 Marie Louise 1950 Paul Schaeume
1,800 Snow 1000 Perle de Noisy
1,000 Sweetheart 1350 Queen Astrid
Supreme 500 Sweet Sixteen
3,500 Eric Schaeume 500 Triomphe
2,000 Lentengroot 350 Violaes

TERMS: Cash must accompany order. Write for quantity prices and special offers.

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P. O. Box 200 Upland, Calif.

AZALEAS, TRANSPLANTS

Open bed-grown, full sun,
in peat moss, M-C-2 treated.

KURUMES

4 to 6 ins. 100 1000
Brilliant \$10.00 \$90.00
Coral Bells Peachblow
Double Mauve Salmon Beauty
Hexe Salmon Queen
Hexe de Saffelare Snow
Hinodegiri Snow 125

HARDY JAPANESE

4 to 6 ins. 100 1000
Macrantha, double \$10.00 \$90.00
Flame Macrantha, orange-red
Hardy Firefly Macrantha, pink
Judd Sherwood
Kaempferi Hardy Firefly
Lilacina

PERICATS

4 to 6 ins. 100 1000
Brilliant \$10.00 \$90.00
Gardenia Supreme Sweetheart Supreme
Mme. Pericat Twenty Grand
Pink Pericat

SOUTHERN INDICAS

6 to 8 ins. 100 1000
Brilliant \$10.00 \$90.00
Coccinea Major Judge Solomon
Elegans Mme. Dominique
Fielder's White President Clay
Formosa Pride of Dorking
George Taber Pride of Mobile
Glory of Sunnyside Prince of Orange
Indica Alba Salmon
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RED WING (patented) \$27.50 \$250.00
5 per cent discount for cash.
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AZALEA TRANSPLANTS

Well-rooted, well-branched, top quality, KURUMES

Christmas Cheer Formosa
Coral Bells Judge Solomon
Hexe Pres. Clay
Hinodegiri Pride of Mobile
Pink Pearl Southern Charm
Snow Kaempferi (hardy Japanese).

Prices on above Azaleas 100 1000
2-YR. TRANSPLANTS \$10.00 \$90.00

Christmas Cheer Hexe
Coral Bells Hinodegiri
Snow

Prices on 2-yr. Azaleas 100 1000
\$15.00 \$125.00
STEPHENS NURSERIES
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AZALEAS FOR GROWING ON

Ready from now on.
Take advantage of fast southern growing and northern finish. Grown in heavy peat. Well finished.

KURUMES

Bridesmaid Hinodegiri
Christmas Cheer Hino-Crimson
Coral Bells Pink Pearl
Double Mauve Salmon Beauty
Hexe Salmon Queen
Hexe de Saffelare Snow

PERICATS

Mme. Pericat Sweetheart Supreme
Pink Pericat

Per 100 Per 1000
3 to 5-in. head \$30.00 \$250.00
4 to 6-in. head 45.00 400.00
6 to 8-in. head 65.00 600.00
RED WING (patented) 100 1000
3 to 5-in. head \$50.00 \$450.00
4 to 6-in. head 65.00 600.00
5 per cent discount for cash.
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LINING-OUT AZALEAS

Transplants in flats, \$14.00 per 100, \$125.00 per 1000; Hinodegiri, Sweetheart Supreme, Hexe de Saffelare, Mme. and Pink Pericat. 88 plants per flat; pick up at our greenhouse and save.

Coral Bells, hinodegiri, etc. in 3 to 5-in. \$35.00 per 1000; 4 to 6-in. \$45.00 per 1000.

Grafted and own-root indicas.

Ask for complete list.

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P. O. Box 453, 516 Stevens Ave.,
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AZALEA LINERS, SPRING DELIVERY

Out of 2-in. pots: Amoena coccinea, Coral Bells, Carmen, Delaware Valley White, hinodegiri, Herbert, Palestrina, Rose Bud and Snow.

In flats, 60 to a flat; Amoena coccinea, Coral Bells and hinodegiri.

Prices on pot-grown and flat-grown Azaleas, \$14.00 per 100, \$125.00 per 1000.

DELAWARE VALLEY NURSERY

945 N. Broad St. Elizabeth, N. J.

AZALEAS, 2 1/4-IN. BUSHY PLANTS

Hexe, hinodegiri, Salmon Beauty, Snow \$15.00 per 100, \$145.00 per 1000.
Hexe de Saffelare, Rose Pericat, Sweetheart Supreme \$16.00 per 100, \$150.00 per 1000.

Ernest Thiers, Triomphe, Verva, Aiba, Salmon Perfection, Constance, Mary Corcoran, Pres. Roosevelt, Mother of Pearl.

\$17.00 per 100, \$160.00 per 1000.
Special price on large quantity.

JULIUS ROEHRS CO., Rutherford, N. J.

AZALEAS

Well branched liners, grown in peat moss. Kurumes: Hinodegiri, Snow, Coral Bells, Christmas Cheer and La Reine, Indicas: Pride of Mobile, Formosa, Judge Solomon, Phoenicia, Tunstalls White, Mrs. G. G. Gerbing, Prince of Orange and Elegance.

\$75.00 per 1000, \$650.00 per 10,000.
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AZALEAS

Rooted cuttings, transplants, budded field-grown plants and mollis seedlings.

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We would like to have you try our bulbs. These mixtures contain many good colors.

Per 1000 bulbs Nos. 1 2
Giant Exhibition Mixture \$25 \$20
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All Pink Mixture 25 20
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Daily express shipments.
Net cash with order. F.O.B. Dowagiac.
GEO. W. HUNTER, GROWER

Rt. 3 Dowagiac, Mich.

GLADIOLI

50,000 Florists' Mixed, No. 1 and jumbo, \$16.00 per 1000.

Can or C.O.D.
HOWARD STREET PANSY GARDENS
Kalamazoo 99, Mich.

SPRING AND FALL BULBS.

WRITE NOW.

J. AMAND, BREEZAND, HOLLAND.

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FLORETUM COLORFUL GARDEN MUMS

Our top-grade varieties, bred for early blooming, frost tolerance, winter hardiness.

Pinched, ROOTED CUTTINGS, branched

Each variety labeled, true to name.

Hardened outside, ready for field planting.

5 each, 20 varieties, 100 plants \$ 10.00
5 each, 50 varieties, 250 plants 25.00
5 each, 100 varieties, 500 plants 50.00
10 each, 20 varieties, 200 plants 14.00
10 each, 50 varieties, 500 plants 35.00
10 each, 100 varieties, 1000 plants 70.00
25 each, 20 varieties, 500 plants 30.00
25 each, 50 varieties, 1250 plants 75.00

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Fall River, Kan.

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PACIFIC HYBRID DELPHINIUMS

Galahad, white; Blue Bird, dark blue; Summer Skies, light blue; King Arthur, purple, and mixed colors, \$11.00 per 100, \$100.00 per 1000. Pink Astolat, \$12.50 per 100. All from 2-in. pots. Excellent coldhouse stock. Ship now or later.

RUSSELL BREECE, R. 3, Delaware, O.

EVERGREENS

EVERGREEN LINERS AND CUTTINGS

POT-GROWN AND TRANSPLANTS

Pot-grown stock Each, 100 1000

Arborvitae, American, dark green, 1-yr., 6 to 7 ins. \$0.22 \$0.20

Arborvitae, globe woodwardi, 1-yr., 5 to 6 ins.22 .20

Arborvitae, pyramidalis, 1-yr., 5 to 6 ins.22 .20

Juniperus pfitzeriana armstrongi, 1-yr., 4 to 5 ins.24 .22

Juniperus chinensis pfitzeriana, 1-yr. pots, 8 to 7 ins.22 .20

Juniperus chinensis pfitzeriana, 2-yr. pots, 6 to 9 ins.29 .27

Juniperus glauca hetzi, 1-yr., 6 to 7 ins.22 .20

Taxus intermedia, 2-yr., 6 to 9 ins.24 .22

Taxus cuspidata, 2-yr., 6 to 9 ins.24 .22

Taxus media compacta, spreading, 2-yr., 6 to 9 ins.24 .22

Euonymus alatus compactus, 2-yr., 6 to 7 ins.18 .16

Korean Boxwood, 1-yr., 3 ins.20 .18

Viburnum, leather-leaved; 2-yr. pots, 6 to 9 ins.37 .35

Viburnum burkwoodi, 1-yr., 4 to 5 ins.22 .20

HEAVY ROOTED CUTTINGS

From flats, growing outside in lath house.

Ready for delivery now.

Boxwood, Korean, hardy, 3 ins. \$0.09 \$0.08

Euonymus alatus compactus, 3 to 4 ins., 2-yr., branched09 .08

Juniperus glauca hetzi, 5 ins.11 .10

Juniperus chinensis pfitzeriana, 6 to 7 ins.12 .10

Arborvitae, pyramidalis, 5 to 6 ins.11 .10

Arborvitae, American, dark green; 5 to 6 ins.11 .10

Taxus hicksii, 5 ins.11 .10

Taxus cuspidata, 5 ins.11 .10

Taxus andersoni, 4 to 5 ins.11 .10

Taxus media, 3 to 4 ins.11 .10

Taxus hatfieldi, 3 to 4 ins.11 .10

Taxus browni, 3 to 4 ins.11 .10

Terms: 2 per cent discount. PACKING AND BOXING FREE for cash with order.

Our stock guaranteed 100 per cent satisfactory or return within 6 days for full refund, plus full shipping charges paid.

250 plants at 1000 rate.

MIAMI NURSERY CO.

Tipp City, O.

HEAVY ROOTED CUTTINGS

Per 100 Per 1000

Arborvitae, dark green American, 6 to 10 ins. \$ 9.00 \$80.00

Arborvitae, globe, 4 to 8 ins. 9.00 80.00

Juniperus hetzi glauca, 4 to 10 ins. 9.00 80.00

Juniper, Andorra, 5 to 10 ins. 9.00 80.00

Juniper, Pfitzer, 6 to 8 ins. 9.00 80.00

Taxus cuspidata, 6 to 10 ins. 10.00 90.00

Spring delivery. Cash with order earns free packing.

DE WINTER'S NURSERY

653 Post Sheldahl Rd.
Grandville, Mich.

ROOTED CUTTINGS

Juniper, Pfitzer	\$8.00
Andorra	8.00
Taxus, hicksi	8.00
spreading	8.00
capitata	8.00
browni	8.00
3-YR. TRANSPLANTED	100
Juniper, Pfitzer, 12 to 15 ins.	\$45.00
Hetzl, 10 to 15 ins.	45.00
Andorra, 10 ins.	25.00
RHODODENDRONS FROM	
RED HYBRID SEED	100 1000
Banded, 1½x1½x2 ins.	\$15.00 \$120.00
Azalea mollis, banded	12.00 100.00
hinodegiri	12.00 100.00
ameona	12.00 100.00
Sherwood Red	12.00 100.00

CHARLES J. SANDERS
Monongahela-Bentleyville Rd.,
Monongahela, Pa.

ROOTED CUTTINGS AND LINERS

	Each	100	1000
Arbutus, globe	\$0.09	\$0.08	
Juniper, Hetz, 4 to 8 ins.	.11	.10	
Taxus capitata (leaders),			
4 to 8 ins.	.14	.12	
Taxus cuspidata, 6 to 8 ins.	.09	.08	
Taxus hicksi, 6 to 8 ins.	.09	.08	
1-YR. TRANSPLANTS			
Taxus cuspidata, 6 to 8 ins.	.15	.14	
Taxus capitata, 6 to 10 ins.	.24	.22	
Taxus hicksi, 8 to 10 ins.	.15	.14	
2-YR. TRANSPLANTS			
Arbutus, green Niagara			
8 to 12 ins.	.25	.22	
Taxus hicksi, 6 to 10 ins.	.22	.20	
50 of a variety at 1000 rate.			
300 of a variety at 1000 rate.			

DRAKE'S NURSERIES

G-4342 Branch Rd. Flint, Mich.

QUALITY LINERS

	Per 100
Douglas Fir, 4 to 8 ins. tr.	\$15.00
Colorado Blue Spruce, 4 to 8 ins. tr.	15.00
Balsam Fir, 4 to 8 ins. tr.	15.00
Blue Atlas Cedar, 6 to 12 ins. tr.	15.00
Mugo (dwarf) Pine, 3 to 5 ins. tr.	17.50
Canadian Hemlock, 4 to 8 ins. tr.	20.00
Enkianthus camp., 8 to 12 ins. tr.	25.00
American Holly, 8 to 12 ins. tr.	27.50
Taxus, best ass't var., 6 to 8 ins. tr.	25.00
Fr. hybrid Lilac, 6 to 12 ins. grafts	27.50
Ilex crenata, 8 to 12 ins. tr.	32.50
Rho. hybrids, Fr. red seed, 4 to 10 ins.	45.00
Pink fig. Dogwood, 10 to 15 ins. grafts	75.00
Magnolia, pink and red, 8 to 15 ins. tr.	75.00
Red Japanese Maple, 1-yr. grafts	85.00

Send for new spring list.

POSSUM HOLLOW NURSERIES

6909 Henry St., Philadelphia 19, Pa.

EVERGREENS

	100	1000	10,000
Rooted cuttings for immediate shipment.			
Juniperus chin. pfitzeriana	\$11	\$100	\$800
comm. glauca hetzi	10	90	800
comm. hibernica fastigiata	10	90	
comm. saccata nana	10	90	
comm. horizontalis plumosa	10	90	
Taxus cuspidata (spreaders)	10	80	700
cuspidata capitata (upright)	12	110	1000
fructu. aurea	10	90	
media andersonii	10	90	
media pyramidalis	10	90	
media wardii	11	100	
media wymani	10	90	

J. BLAAUW & CO.

WHOLESALE NURSERIES

P.O. Box 573 Red Bank, N. J.

CANADA HEMLOCK

Collected seedlings

	Per 100	Per 1000
6 to 9-in. seedlings	\$4.00	\$20.00
9 to 12-in. seedlings	6.00	45.00
12 to 18-in. seedlings	8.00	65.00

These are first-quality, bushy Hemlocks, carefully dug and packed in sphagnum moss in ventilated boxes.

Send for complete list of lining-out stock.

ISAAC LANGLEY WILLIAMS

Box AN Exeter, N.H.

PIERIS JAPONICA

(Andromeda)

Order now. Truly an outstanding shrub. These sturdy, healthy plants are starting their second year.

	Per 100	Per 1000
1-yr. flats, T.	\$10.00	\$90.00
1-yr. seedlings	8.00	75.00

ECKHART NURSERIES

16 Toppa Blvd. Newport, R. I.

EVERGREEN LINERS

2½-in. bands, well rooted: Taxus, cuspidata, Sedans, browni, hicksi, \$15.00 per 100. 100 J. blue pfitzeriana, 2½-in., heavy, 35c. 1500 J. pfitzeriana, 2½-in., heavy, 8 to 12 ins. tall, special, 20c. 200 J. hetzi, 2-yr., 25c. 200 Andorra Juniper, 2-yr., 20c.

LIEBHART GREENHOUSES, NORWALK, O.

TAXUS CAPITATA

Strong 2-yr. seedlings, seeds sown lightly, plants grown with plenty of room in beds. \$15.00 per 100, \$125.00 per 1000.

C. HOOGEENDOORN NURSERIES

Newport, R. I.

PIERIS JAPONICA (ANDROMEDA)

	Per 100	Per 1000
1-yr. T, 2 to 3 ins.	\$8.00	\$75.00
Seedlings, 1 to 2 ins.	6.00	50.00

PLANE VIEW NURSERY

West Rd. Newport, R. I.

PIERIS JAPONICA

Out of 2-in. pots, \$17.50 per 100, \$150.00 per 1000. F.O.B. Elizabeth, N. J.

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948 N. Broad St. Elizabeth, N. J.

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FRUIT TREES

APRICOTS, hardy: Moorpark, 4 to 5 ft., branched, 45c.

PLUMS, Methley, Gold, Damsan, Hanska, Burbank, Bruce, Stanley Prune, 4 to 6 ft., branched, 45c.

PEACHES, Red Elberta, Giant Hale, Red Bird, Hale-Haven, Early Elberta, South Haven, Fair Beauty, Redhaven, Elberta, Jubilee, 4 to 5 ft., 35c.

BENTON COUNTY NURSERY CO., INC.
Rogers, Ark.

GROUND COVERS

	100	1000
VINCA MINOR (MYRTLE)	100	1000
field-grown clumps, exc. roots	\$6.50	\$60.00
Euonymus radicans col., 1-yr.	15.00	135.00
radicans coloratus, 3-yr.	25.00	225.00
kewensis, 1-yr.	15.00	135.00
kewensis, 2-yr.	22.50	
patens, 1-yr.	15.00	135.00
patens, 2-yr., large	25.00	
Ajuga genevensis, large clumps	12.50	110.00
Pachysandra, 1-yr. transplants	5.50	50.00

F.O.B. Gt. Meadows, Cash, 2% discount.

MOHLE MEADOWLAND NURSERY
Great Meadows, N. J.

VINCA MINOR
(Periwinkle, Hardy Myrtle.)

Finest ground cover; fresh dug, individually clumped, \$50.00 per 1000.

Hall's Honeysuckle (japonica halliana), \$45.00 per 1000; 2000 or more, \$40.00 per 1000.

Pachysandra terminalis, 1-year, \$55.00 per 1000; 2000 or more, \$50.00 per 1000.

Ivy prices on request.

H. C. WAUGH
Rt. 1 Gallipolis, O.

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	Per 100
Ajuga genevensis	\$ 5.00
Ajuga, Red Leaf	10.00
Ajuga, variegated	20.00
Euonymus coloratus, 6 to 12 ins.	10.00
Euonymus vegetus, 4 to 6 ins.	10.00
Blue Plantain Lily, 2-yr., field-grown	10.00

22 N. West St. Aurora, Ill.

HOPPERTON NURSERY
ATTENTION, LANDSCAPERS!

AN EXCELLENT GROUND COVER
Euonymus f. coloratus 100 1000

1-yr., field-grown \$15.00 \$125.00

Terms: Cash with order, 2 per cent discount and free packing. All others, 30 days net with suitable reference. 300 at 1000 rate.

MENTOR ROSE GROWERS, INC.
Little Mt. Rd. Mentor, O.

GROUND COVERS
For summertime landscaping

EUONYMUS F. coloratus, 2½-in. pots, 1-yr. PACKED IN PEAT POTS. Ready to plant.

\$12.50 per 100, \$110.00 per 1000.

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Waldron, Ind.

For \$3.50

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

AT 35c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the July 15 issue to reach us by June 22.

Forms for August 1 issue will close Friday, July 13.

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Strong rooted cuttings, \$4.00 per 100, \$37.50 per 1000; \$35.00 per 1000 for any order of 5000 or more. Prompt shipment now through November.

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Strong 1-yr. field-grown, \$65.00 per 1000.

HILLCREST GREENHOUSES, Franklin, Pa.

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HEMEROCALLIS

We are among the largest growers of Hemerocallis. 180 dependable varieties; 14 varieties Liriope, the great border and ground cover plant; hardy Giant Hibiscus, also other items. High-quality stock at reasonable prices. Send for our wholesale list.

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HELLEBORUS NIGER

(Christmas Rose)
Our own grown.
3-yr. transplants
\$50.00 per 100.
\$450.00 per 1000.

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Turner Rd. Newport, R. I.

ASTER FRIKARTI Per 100
Strong rooted cuttings \$12.00

LYTHRUM MORDEN'S PINK
Strong rooted cuttings 6.00

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THE WAYSIDE GARDENS
Mentor, Ohio
Write for Trade List.

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Medium size \$12.00 \$100.00

Well rooted cuttings 5.00 45.00

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Pansies, perennials and rock plants in wide variety. Send for catalog.

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Bristol, Pa.

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WELLER NURSERIES CO., Holland, Mich.

Write for trade list.

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ILEX OPACA

Clark, Manig, Mae, Farage, Osa, Arden.
2½-in. pots, 4 to 6 ins., \$45.00 per 100.
Hookstraw (old heavy berry), 2½-in. pots,
4 to 6 ins., \$65.00 per 100.

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218 Farview Ave. Paramus, N. J.

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HONEYSUCKLES

Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants, 3, 4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone: 580W5.

ROBINSON NURSERY CO., Greenville, Ga.

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ENGLISH IVY (HEDERA HELIX)

Our super quality, large-leaved strain. Approved landscape architects' standards. Grown in the sub-zero snow belt. Booking orders for fall shipment.

Per 100 Per 1000
2½-in. pots (2 per pot) \$12.50 \$110.00

Free packing, cash with order.

BABCOCK GARDENS
R. 3 Jamestown, N. Y.

BALTIC IVY

Hardest Ivy. Fine for wall or ground cover. True stock. Well-rooted plants. Delivery now or later, 25 per cent down to reserve.

Rooted cuttings, \$5.50 per 100, \$50.00 per 1000.
2-in. pots, \$12.00 per 100, \$110.00 per 1000.

STRATFORD GARDENS
Russell Breece, R. 3 Delaware, O.

LINING-OUT STOCK

LINING-OUT STOCK

	Per 100	Per 1000
Taxus capitata, 1-yr. S.	\$5.00	\$40.00
transplants, 1-yr., S.	6.00	60.00
2-yr., S.	10.00	90.00
Pot-grown grafts, shipping now.	Per 100	
Acer polymorphum atropurpureum	\$75.00	
Betula lacinata (Cutleaf Birch)	60.00	
Carpinus betulus fastigiata	50.00	
Cornus florida rubra	50.00	
Cornus florida rubra Prosser	65.00	
Cornus florida welchii var.	65.00	
Hamamelis mollis	50.00	
Pinus cembroides	50.00	
Retinospora obtusa gracilis	50.00	
Virburnum carlesii	50.00	
Virburnum juddii	50.00	
Virburnum burkwoodii	50.00	

Special prices on large quantities.

VERKADE'S NURSERIES, Wayne, N. J.

LINING-OUT STOCK—Continued

LINING-OUT STOCK
HEAVY POT PLANTS

	Per 100	Per 1000
Biota, Baker, 2 1/4-in. pots	\$17.00	\$150.00
Biota, bonita 2 1/4-in. pot	17.00	150.00
Biota, bonita upright, 2 1/4-in. pots	17.00	150.00
Biota, Bluecone, 2 1/4-in. pot	17.00	150.00
Juniper, Pfitzer, 2 1/4-in. pots	17.00	150.00
Juniperus hetzi glauca (extra heavy), 2 1/4-in. pots	20.00	175.00
HEAVY ROOTED CUTTINGS		
Biota, Baker	10.00	80.00
Biota, bonita	10.00	80.00
Biota, bonita upright	10.00	80.00
Biota, Bluecone	10.00	80.00
Biota, Bluespire	10.00	80.00

THE ABOVE PLANTS READY FOR
IMMEDIATE SHIPMENT.

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Blue Hetz Juniper, 6 to 8-in., bare-root	\$0.08
Pfitzer Juniper, 6 to 8-in. bands	14 1/2
Spreading Jap. Yew, 6 to 8-in. bands	20
DECIDUOUS BARE-ROOT	
Regels Privet, 8 to 10 ins.	03 1/2
Spiraea broedelii, 4 to 6 ins.	03 1/2
BROADLEAFS, bare-root	
Euonymus coloratus, 8 to 10 ins.	03 1/2
Euonymus patens, 8 to 10 ins., small or middle leaf	.04
Variegated-leaved Honeyauklee vine	.08

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Carnation Crimson King	.05
All prices are at 1000 rate, 300 or more total order. Less than 300, add 2c per plant.	

MCNINCH GREENHOUSES

St. Joseph, Mo.

LINING-OUT STOCK

	Per 100
Buxus japonica, 2-yr., 2 1/2-in. pots, 6 to 8 ins.	\$35.00
Ilex buxifolia, 2 1/2-in. pots, 6 to 8 ins.	40.00
Ilex microphylla, 2 1/2-in. pots	35.00
Ilex bullata (convexa), 2 1/2-in. pots	45.00
Ilex rotundifolia, 2 1/2-in. pots	25.00
Lonicera pileata, 2 1/2-in. pots	40.00
Nandina domestica, 2 1/2-in., 12 to 14 ins.	35.00
Retinopora cripplii, 2 1/2-in., 8 to 10 ins.	35.00
Taxus cuspidata, 2 1/2-in. pots	25.00
Taxus capitata, 2 1/2-in., 12 to 14 ins.	30.00
Taxus media, 2 1/2-in. pots	25.00
Taxus fastigiata, 2 1/2-in. pots, 6 to 8 ins.	25.00

Free packing for cash with order.

TOWSON NURSERIES, INC.

P. O. Box 175 Cockeysville, Md.

LINING-OUT STOCK OF EVERGREENS

Taxus capitata, field-grown	
Taxus hicksii, field-grown	
Taxus cuspidata, field-grown	
Tsuga canadensis, field-grown	
Ilex, rotundifolia and convexa bullata.	
Rooted cuttings, now ready, \$50.00 per 1000.	
Red-grown, bushy plants, \$350.00 per 1000.	
Ask for complete list and prices.	
DIRKMAAT AZALEA FARM	
P. O. Box 453, 516 Stevens Ave.	
Ridgewood, N. J.	

LINING-OUT STOCK

	Each	100	1000
Ilex convexa, 6 to 8 ins.	\$0.30	\$0.25	
Ilex hetzi, 8 to 12 ins.	.40	.35	
Ilex rotundifolia, 6 to 8 ins.	.30	.25	
Ilex rotundifolia, 8 to 12 ins.	.40	.35	
Grown 2 years in beds, planted 8 ins. apart			
The larger size makes ideal plants for gallop cans and direct sales yard sales.			
Pieris japonica, 6 to 9 ins.	\$0.30	\$0.25	
GERARD K. KLYN, INC., MENTOR, O.			
Wholesale Rose Growers and Nurserymen			

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HEAVY LINERS, 3-IN. POTS

BOOK YOUR SUPPLY NOW.

ITALIAN CYPRESS	\$0.12
PFTZER JUNIPER	.17

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Stephenville, Tex.

READY FOR IMMEDIATE SHIPMENT

Pyracantha Karsa, excellent for foundation planting; 3-in. pots, TT, 8 to 10 ins., branched, \$32.50 per 100.

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Surplus Stock

can be easily and quickly turned into

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PACHYSANDRAS

Out of 2-in. pots, \$12.00 per 100, \$100.00 per 1000. F.O.B. Elizabeth, N. J.

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948 N. Broad St. Elizabeth, N. J.

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RHODODENDRONS

For immediate shipment. Unnamed hybrid of hardy ponticum, catawbiense parentage. Good foliage. With firm, lightweight ball, twice transplanted, bed-grown, 4 to 6 ins., 20c each; approx. 25 lbs. per crate. 50 plants per crate. Order by crate only. 500 or more of a size, 10 per cent discount. Lightweight, expert, frost-proofed crating free. Cash with order.

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FIELD-GROWN ROSEBUSHES

FINEST QUALITY

Hybrid Teas, Floribundas,

Polyanthas and Climbers.

Price and variety list on request.

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POTTED ROSES

For June planting.

List and prices sent upon request.

D & D COMPANY, ROSE SPECIALISTS

42 Monmouth Rd. Eatontown, N. J.

MENTOR-GROWN POTTED ROSES

Tuberous Begonias in bloom June 1.

Pick up only.

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State Route 54 Mentor, O.

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KWANZAN AND WEEPING CHERRY,

\$20.00 per 100.

SYRINGAS (French Lilac), \$15.00 per 100.

Charles X Pres. Grey

Ludwig Spaeth Mme. Lemoine

POT GRAFTS

All understocks established 1 year in pots.

Available now.

Per 100

Acer palmatum atrop. (Red Jap.) \$65.00

Acer palmatum dissectum atropurpureum

(Red Cutleaf Jap. Maple) 65.00

Acer platanoides (Faassens Black) 65.00

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Cornus florida rubra Prosser

(red Dogwood) 65.00

Cornus florida pendula (Weeping

white Dogwood) 50.00

Cornus florida plena (double

flowering white Dogwood) 50.00

Cornus florida welchi (variegated) 60.00

Fagus sylvatica asplenifolia

(Fernleaf Beech) 65.00

Fagus sylvatica riveria (Purple Beech) 65.00

Fagus sylvatica pendula

(Weeping Beech) 65.00

Fagus sylvatica fastigiata (upright) 65.00

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(purple, white, pink) 65.00

Picea pungens koosteri (Blue Spruce) 100.00

Pinus strobus nana (dwarf

White Pine) 50.00

Pinus strobus pendula (Weeping

White Pine) 50.00

Pinus strobus fastigiata (upright

White Pine) 50.00

Pinus parviflora 50.00

Pinus cembra (Swiss Stone Pine) 50.00

Pine, Tanyosho (Jap. Table Pine) 50.00

Viburnum juddi 50.00

Tsuga canadensis pendula

(Weeping Hemlock) 50.00

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Andromeda japonica (Pieris) 15.00

Pyracantha islandi (Firethorn) 15.00

Rhododendron wilsoni 35.00

ROOTED CUTTINGS, READY MAY

Per 100 Per 1000

Azalea hinodokiri 36.00 50.00

Ilex convexa 7.00 65.00

TRANSPLANTS

Andromeda japonica, 2-yr.,

8 to 10 ins., own-root 25.00 225.00

Azalea mucronulata, 2-yr.

seedlings, 10 to 12 ins. 25.00 200.00

RUMMEL NURSERIES

Pompton Plains 1, N. J.

POTTED GRAFTS

Cornus florida rubra 100

Acer atropurpureum dissectum 50.00

Acer Faassens Black 60.00

Ilex opaca (named), 3-in. pots, cuttings 50.00

ROOTED CUTTINGS

Retinopora plumosa lutescens 1000

Taxus capitata, seedlings, 2-yr. transp. 100.00

Azalea Hino-Crimson, rooted cuttings. 45.00

Azalea Hino-Crimson, transp. in flats. 100.00

Azalea Hinodokiri, rooted cuttings 45.00

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More customers for you!

Over 9,500 subscribers, all active buyers.

see your ad in the American Nurseryman.

WANTED

WANTED

500 Colorado Blue Spruce shiners, 18 to 24

ins. to 3 to 4 ft., balled and burlrapped for

fall 1956 delivery.

EGYPTIAN NURSERY & LANDSCAPE CO.

Farina, Ill.

SUPPLIES
and
SERVICES

FERTILIZERS

SOLUBLE FERTILIZERS

PETERS SPECIAL, 20-20-20, general pur-

pose feed.

PETERS SPECIAL, 21-7-7, chelate iron.

Azalea neutral.

PETERS SPECIAL, 21-7-7, chelate iron.

Azalea acid.

\$6.50 per 25-lb. bag, \$22.00 per 100 lbs.

F.O.B. Allentown, Pa.

ROBERT B. PETERS CO.

739 N. 7th St. Allentown, Pa.

FLATS

MINNESOTA WHITE CEDAR FLATS

Order by No.	Wt.	Price
No. 1, 14x20x2 1/2	320	\$25.00
No. 2, 14x20x3 1/2	400	29.00
No. 3, 12x16x2 1/2	260	19.00
No. 4, 12x16x3 1/2	275	22.50
No. 5, 14x16x2 1/2	275	21.50
No. 6, 14x16x3 1/2	290	25.50
No. 7, 15x22 1/2x2 1/2	380	28.50
No. 8, 15x22 1/2x3 1/2	425	33.00
No. 9, 11 1/4x22 1/2x2 1/2	320	23.00
No. 10, 11 1/4x22 1/2x3 1/2	400	26.75
No. 11, 14x16x5 1/2	450	30.00
No. 12, 5x11x5	160	16.00
No. 13, 5x16x5	215	18.50
Plant boxes, 5x8 1/2x2 1/2	45	6.00

All other sizes quoted on request.

5 per cent discount on order of 1000 or more.

The above measurements are inside. Bot-

toms and sides of cedar flats are 1/2-in. thick;

ends are 3/4-in. Plant boxes are thinner.

All material surfaced on one side.

Your name and address printed up to 3

lines in black ink, on one or both end pieces

at the following rates: Set-up charge, \$1.00,

plus 1/2c per piece for the first 1000 ends, 1/4c

per end thereafter. Shipped knocked-down

in units of 25.

All shipments by truck unless otherwise

ordered, F.O.B. Cook, Minn. Attach check.

H. C. HILL & SONS, Cook, Minn.

PRESERVATIVE TREATED FLATS

Made from a good grade of southern Pine,

dipped in "Rot Not" wood preserver for

longer life.

Standard specifications, inside measurements.

16x12x2 1/2 \$21.18 10 x14x3 \$22.25

16x14x3 1/2 \$23.10 22 1/2x15x2 1/2 \$21.65

20x14x2 1/2 \$27.63 22 1/2x15x3 1/2 \$26.70

Plant boxes, 15x5x5, \$20.00. Sides and bot-

toms of masonite. All prices per 100. Other

sizes quoted on request. Priced F.O.B. Bir-

mingham, Ala. We are manufacturers, not

jobbers. Our quality guaranteed. Prompt

shipment on any quantity. Mixed shipments

of flats, plant boxes and spray boards. Write

for our price list on these items. Attach

check.

HIGHTOWER BOX & TANK CO.

P. O. Box 1449 Birmingham, Ala.

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all

clear heart. Size 20x15x3 ins. inside measure.

\$38.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bd.

50 pcs. to bundle, 8 ft., \$4.50 per bd.

50 pcs. to bundle, 6 ft., \$5.50 per bd.

Ship same day. Cash with order, please.

YOH & HOOKER, Youngstown 2, O.

9,500 Active Nurserymen

are in need of stock.

List your offerings in the

American Nurseryman Classified Section.

LABELS

DAHLIA OR TREE LABELS

	Plain	Painted
3 1/2x5 ins., notched (not wired)	\$2.50	\$3.00
3 1/2x5 ins., wired (copper)	3.30	4.10

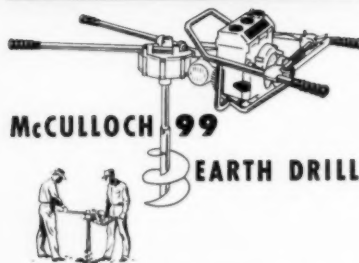
POT LABELS

4x5 ins. (cartons 1000 each)	3.30	3.95
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NEW

gasoline-powered tools
for

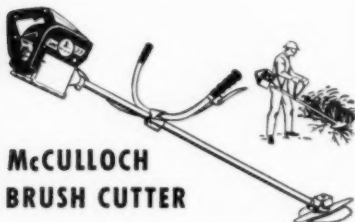
NURSERYMEN



McCULLOCH 99

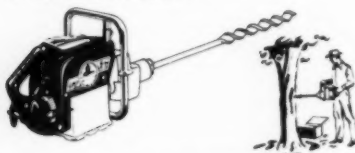
EARTH DRILL

Saves time and labor drilling holes of various sizes for planting trees, shrubs, bushes. Perfect for rough terrain where other diggers can't operate, but will outperform others on smooth ground, too. Will drill at any angle. Easy to maneuver in close quarters. Available with choice of augers.



McCULLOCH
BRUSH CUTTER

High-speed, light-weight tool saves time cutting brush. Easily operated by one man. Converts into one-man chain saw, or drill shown below.



McCULLOCH ALL-PURPOSE DRILL

Drills into or through wood, rock, plaster, soil. Ideal for tree feeding. Also works with Jacobs chuck. Choice of drill sizes. Converts into one-man saw or brush cutter shown above.

SEND FOR FREE LITERATURE
AND NAME OF NEAREST DEALER



McCULLOCH

McCulloch Motors Corporation
6121 W. Century Blvd.
Los Angeles 45, California

World's largest chain saw builder
Nationwide sales & service

NORTHERN SALES TRENDS

[Continued from page 7]

labor is perhaps the biggest factor in this connection.

"We have now about finished planting and we have the prospects for a nice supply of stock to be harvested next year. Generally speaking, we are satisfied with the business received this spring. Weather conditions throughout the east have been unfavorable. Cold weather through most of the planting season was not at all conducive to nursery stock sales. New records for low temperatures have been established. When considering all these factors, we are gratified with our volume.

New Jersey Has Slow Start

"As of May 15, we still are a long way from finishing with our shipments," writes Charles Hess, Hess Nurseries, Mountain View, N. J. "Due to the very inclement weather, our season did not open up until the first part of April, and accordingly we are behind in our spring shipments, as we were unable to get the stock out because of snow and frost. Nurserymen in general in this section are behind, and this goes for the retail nurserymen, who are very far behind.

"The demand in general has been very good, and labor is about the same as it has been for the past few years. With the increased cost of labor and everything else connected with the nursery business, there is no question but that we should look forward to a rise in prices. At present the profits are less and less."

Virginia Reports Vary

S. D. Tankard, Jr., Tankard Nurseries, Exmore, Va., reports a record volume of shipments in a long season marked by weather extremes. His remarks follow:

"The season is now over with us, and we are delighted to report that it has been one of the best in our history. We believe we have shipped more material than ever before, although the dollar value is probably a little under what it was last spring when it totaled 40 per cent greater than it did in the spring of 1954.

"The weather was spotty, perhaps due to the sun spots, as we had some very warm weather early in the season and some very cold weather during the first two weeks in May, which is late in the season for us. In fact, we had the coldest weather in 50 years in May, and also the hottest on record. The weather conditions have not been harmful, however, but have actually extended our season, so that

DI-MET

Really KILLS

CRAB GRASS

Cash in on this fast-moving sales leader.

Available in liquid or powder, DI-MET selectively destroys Crab Grass, Dallisgrass, lemon grass, sedge without damage to turf.

A big national advertising campaign plus finest merchandising aids help you sell. See your wholesaler right away or write mfr. for full information.

O. E. LINCK CO., Inc., Clifton, N. J.

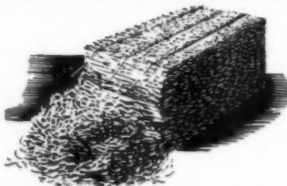
makers of TAT Ant Trap

Sales representatives:
John H. Graham & Co., Inc.



Wood Feathers

SCREENED
BALED RED CEDAR SHAVINGS



The Perfect Nursery Packing

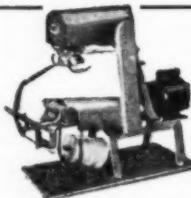
Manufactured by

MONARCH SHINGLE CO.

P. O. BOX 98

N. PORTLAND, ORE.

LOW DELIVERED PRICES—We Solicit Your Inquiries



FELINS
BUNCH
TYER

Automatically adjusts itself and ties any size bunch up to 19 ins. in circumference. Ties roses, glads, seedlings.

as well as any other type nursery stock and cut flowers. Fast and efficient. Tying mechanism inverted so that dirt will not get into it, contributing to longer life.

FELINS TYING MACHINE CO.
3351 N. 35th St.
Milwaukee 16, Wis.

we have had a good long one, always a help to business.

"One unusual circumstance with regard to business this spring was that so many customers requested delivery much earlier than ever before. We do not know just why this was, but perhaps their stock of material had run low.

"We have finished our lining out, except for azaleas, and will soon have them completed. We will have about our usual quantity of stock for next season. We do not anticipate making any substantial changes in prices."

"While a large potential retail demand for nursery stock existed in this area this season, a combination of reverse conditions prevented much of the anticipated planting," writes Waynesboro Nurseries, Inc., Waynesboro, Va. "Cold dry spring caused postponement from week to week until the planters concluded that it was too late. As a result, spring sales volume was below expectations. Some loss is expected to be made up by increased summer planting, made possible by using more container-grown material and dormant stock from cold storage.

"It is believed that postponed planting, plus a new demand being made by a strong continuous building program, will create a healthy ornamental nursery stock demand for the rest of the year. Since fruit tree demand for commercial planting is influenced by crop conditions and fruit prices, it fluctuates from year to year. Loss of the 1955 peach crop in this area by the long-to-be-remembered March freeze left growers without funds for new planting. As a result, the peach tree market slumped, while the apple tree demand fared better. Small fruit trees and plants moved satisfactorily. It would seem that the large decrease in trees in commercial orchards should encourage more planting, but so far that has not developed.

"The past spring, nursery stock prices were about the same as those of spring, 1955, while operating cost showed an increase. Profits will likely be disappointing. Operating cost is expected to continue to increase. Normal nursery plantings were made this spring, but due to dry, cold weather they are getting off to a poor start. The Waynesboro Nurseries have been operating four irrigation systems, almost continuously, keeping new plantings alive.

"Spring freezes have also taken their toll. As late as the morning of May 17, a record low temperature of 23 degrees killed new growth on shade and fruit trees. The full extent of the damage cannot be accurately

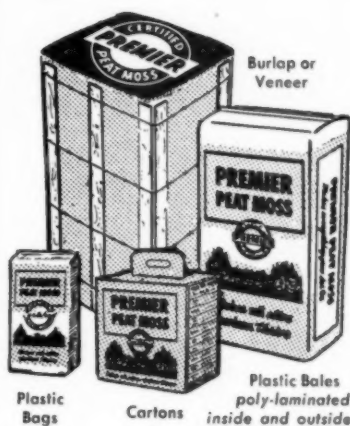
determined at this time, but growth will be much retarded. The supply of finished stock for next season will depend on the growing season from now on."

Ohio Increase over 1955

H. M. Scarff, W. N. Scarff's Sons, New Carlisle, O., reported a satisfactory season and foresaw a 10 per cent gain for the year, writing as follows in mid-May:

"As a whole, our spring season has been quite satisfactory and by the first of June we expect approximately a 10 per cent increase over last year's sales.

Fast-working! Fast-selling!
the best to use and sell!



PREMIER PEAT MOSS

Premier is the *best* soil conditioner in the *best* line of packages—so it not only gives you better results, it gives you better sales.

Premier's moisture-proof, rot-proof plastic packages are just the thing to build a bigger resale volume. They're so clean to handle! And they can even be stored outdoors!

It will pay you *all year* to use and display Premier Peat Moss—the best-known, best-selling soil conditioner—and the best material, too, for mulching, transplanting, seedbeds, etc. Canadian and European sources.



2½, 5, 25, 50, 100 lbs.
in double plastic-burlap bags
and clear plastic bags.

Extra-Fine SOIL X-PEDITER

This new *extra-fine* sphagnum peat organic is so finely pulverized that it blends uniformly and completely with the soil—stores more water, air and plant food.

Premier Soil X-pediter works right down to the roots—makes roots feed faster and makes fertilizers do a better job.

Sell Premier Soil X-pediter now—a fast-seller for soil building, top-dressing, seedbeds, transplanting, potting soils—at a high markup and established retail prices. In double plastic-burlap bags and clear plastic bags—colorful, eye-catching, sales-making.

Write, wire or phone for details

PREMIER PEAT MOSS CORP., 535 FIFTH AVENUE, NEW YORK 17, N. Y.

"Wholesale movement of all types of stock started in mid-February and continued until mid-April, when it eased up materially, due to a shortage in our nursery of many varieties of evergreens, shrubs and fruits. Some surpluses developed in the commoner shrubs and everbearing red raspberries. Evergreens for housing projects will continue to move through spring and early summer.

"Retail cash-and-carry has been satisfactory, showing several weak spots during the cold, wet days in April.

"We are still relying heavily on Texan labor, which has been some-

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.00 per inch, each insertion.

Lines: 35¢ line; minimum order \$3.50.

HELP WANTED

Salesman to call on nurserymen, florists, seedsmen and landscape gardeners, selling complete line of nursery stock for large midwestern wholesale nursery. Expenses, drawing account and commission. For full details, write Box 268, care of American Nurseryman.

HELP WANTED

FOREMAN AND SALESMAN

Experienced man needed to manage men and meet customers. Must have a good knowledge of material and be able to dig and fill orders. Can use college graduate and the ability to draw plans would be helpful. Good starting salary with a share in the profits and opportunity for advancement. Give references and experience. Write Box 300, care of American Nurseryman.

HELP WANTED

FOREMAN — MANAGER

Must be practical man, willing and able to work with men. Digging, planting and general nursery work. Steady work. Living quarters available. Guarantee and percentage basis. References. Address: Rt. 4, Box 210, Albuquerque, N. M.

HELP WANTED

GARDENER—HANDY MAN

Steady, year-round employment. New York area. State experience, education and references. Write to Box 296, care of American Nurseryman.

HELP WANTED

General manager in charge of production for expanding southern nursery. Good facilities, pleasant working conditions. All replies kept strictly confidential. Our employees know of this ad. Write to Box 290, care of American Nurseryman.

HELP WANTED

PROPAGATOR

Wholesale nursery near midwest area needs experienced propagator to take complete charge of propagation in nursery and greenhouse. Good facilities and nice home for family. Give references. Write Box 280, care of American Nurseryman.

HELP WANTED

Established nursery of good reputation seeks young man interested in excellent opportunity in expanding combination florist-greenhouse-nursery operation. Interest and ability valued above experience. Reply to Box 294, care of American Nurseryman.

HELP WANTED—Experienced budder for fruit trees in southwestern Michigan. Excellent opportunity, steady work for right man. State experience and references. Write Box 301, care of American Nurseryman.

FOR SALE

Well-established nursery located in fast-growing community, only 30-minute drive from Cincinnati, O. 15 acres fertile soil; 2 large, modern greenhouses; modern 2-bedroom home; large warehouse; storage shed; truck, tools and equipment. \$39,900 plus inventory. Contact GASTON REALTY, 5950 Hamilton Ave., Cincinnati 24, O.

SITUATION WANTED

Married man, age 26, with major in horticulture, desires position with nursery, orchard, greenhouse or garden center. Will furnish references and experience upon request. Write Box 290, care of American Nurseryman.

SITUATION WANTED

Nurseryman, middle-aged, experienced in propagating, desires good position as propagator or manager of propagating department. House must be available for small family. State salary you can pay. Address Box 298, care of American Nurseryman.

WANTED TO BUY

Modern garden center and nursery. Must gross \$50,000 or upward. Replies held in strictest confidence. Address replies to Box 291, care of American Nurseryman.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
1080 Magnolia Ave. Elizabeth, N. J.

FOR SALE

Established, successful retail nursery business, complete with living quarters. 3 acres of land and buildings on main highway in western Connecticut. 75 miles from New York city. Price \$39,000 for everything.

HOUSATONIC VALLEY AGENCY
New Milford, Conn.
Phone: ELgin 4-5551

FOR SALE

One of southern Michigan's outstandingly successful garden and pet supply centers. Grossed over \$75,000 the first year. Limitless potential. Address replies to Box 297, care of American Nurseryman.

FOR SALE

Five-acre landscape nursery, fully equipped. Small greenhouse, gift shop and office attached. New well in 1955. Standing stock and equipment. For further details write:

DON SHOWELL
Box 376 Osakis, Minn.

FOR SALE—Felma Tying Machine, newly rebuilt T3 electric model, \$90.00. Also 30,000 ft. of .0015 polyethylene film 15 ins. wide, newly purchased, never used, \$100.00. BOUTER SPRING FARM, R. D. 5, Lisbon, O. Phone: Rogers 2645.

what more difficult to secure, because of the industrial demand for this transient help at higher wage rates.

"Planting is about 19 days late, but all early-planted stock seems to be starting nicely.

"Regarding the supply of stock for next year, I can only hazard a guess at this time, but it appears that salable medium-size evergreens, especially taxus, will be in short supply. Small fruits and shrubs should be in about normal supply."

Midwest Increase "Substantial"

"Things have gone very well here with us this year," writes Miles W. Bryant, Bryant's Nurseries, Princeton, Ill. "With our season now practically over, it looks as though we would have a very substantial increase in business over last year, which, unfortunately, was not too good. Weather conditions have been largely responsible for this. We had a windy winter here, with little precipitation. The drought continued through most of April, with our first good rains coming the last week in April. This meant that we were able to get our field work done in good shape this spring; in fact, we lost only one-half day because of inclement weather until the last of the month. We were able to keep well ahead with our digging, and our lining out was completed much earlier than usual this season.

"All classes of business were good, particularly evergreen trade. We were fortunate at Princeton in that we had little winter damage or burning on evergreens, although there was considerable burning close to us, particularly to the west and north. We were cleaned out of a good stock of yews early in April, and we are still finding the business good on junipers.

"Labor, while not too plentiful, was nevertheless sufficient to take care of our needs. Altogether, we feel that we have had a successful spring."

"The demand for small fruits, as a whole, this past season has been about the same as the previous year's," it is stated by A. W. Krieger.

FOR SALE—Used 30-lb. tins, \$50.00 per 1000 in carload lots, F.O.B. Beulah, Mich. Car average 5000-tin capacity. Cans cleaned before loading. For freight rates see your local agent. Lids available at \$15.00 per 1000. Samples on request. PET-RITZ FOODS, Beulah, Mich.

FOR SALE

Retail nursery and greenhouse doing good florists' business complete with stock, equipment and 10 acres of land. Located in growing residential area near midwest industrial center. Other business interests reason for selling. Write to Box 295, care of American Nurseryman.

Krieger's Wholesale Nursery, Bridgman, Mich. He adds:

"Due to a freeze beginning Thanksgiving and lasting three months, during which time all material was frozen in the nursery rows, we welcomed a dry April in which we had a period of 25 days without rain, so that we could get our digging completed.

"At the present time, however, the weather is on the wet side, with planting about completed. From April 27 to May 17 our area received 6.62 inches of rain. Our blossom and planting season is about two weeks behind normal.

"The minimum wage law is beginning to show its effects on field labor, as we get what no one else wants. Operating costs are going up, and customers are demanding lower prices. Somewhere between the two must come a reckoning.

"The time of growing nursery stock in quantity and taking a chance on the market is something of the past. No grower can survive with a heavy surplus. Our plantings for the coming season are again about normal. Our volume will remain about the same, but some varieties are being dropped completely, as they are not profitable.

"All planted material is in good condition and without any late frost damage to date."

Cleanup by Wisconsin Firm

Writing May 17, Ralph E. Petranek, Brown Deer Nurseries, Milwaukee, Wis., indicates a good clearance of most stock this spring, as follows:

"The demand for all stock was very good this spring. Winter bookings on B&B evergreens disposed of most of our stock before the season actually began. All B&B items were in short supply with us, and we expect this to be the case for the next year also.

"Digging conditions were excellent during April, and most orders went out on schedule. Since the last of April it has rained practically every other day, and this has hampered digging and nursery planting.

"Deciduous stock moved well, too, with the demand for shade trees very good except for elms. The publicity given the Dutch elm disease accounts for the lowered demand. All of the better shrubs were sold out early in May.

"The demand for potted roses was exceptionally strong; we were sold out early in the season.

"Nursery labor has been better than usual this spring. We have not had difficulty obtaining labor of Mexican descent and their work has

KELTHANE

*saves precious shrubs, flowers and
ornamentals from destructive mites*

KELTHANE, the new miticide from Rohm & Haas, now offers improved mite control of both nursery and greenhouse plantings.

KELTHANE IS EFFECTIVE. Even mites resistant to present insecticides and fumigants can now be effectively controlled with this new miticide. **KELTHANE** controls red spider mites, cyclamen mites, and several other species which infest roses and ornamental plants.

KELTHANE IS SAFE. When used according to directions, **KELTHANE** liquid concentrate can be applied with a good margin of safety on plants, buds and flowers . . . and without harming humans and animals. What's more, the natural beauty of every planting is preserved since there is no visible residue. **KELTHANE** wettable powder is suggested for use on the more sensitive varieties.

KELTHANE IS EASY TO USE. It mixes readily with water and forms stable emulsions. Its long-lasting residual action cuts down applications—one spraying lasts for several weeks. Commonly used insecticides and fungicides can be added to the same spray.

SEND TODAY FOR
MORE INFORMATION

KELTHANE is a trademark
of the Rohm & Haas
Company, Phila. 5, Pa.



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**ROHM & HAAS
COMPANY**

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Representatives in principal foreign countries

"FORWARD WITH FAFARD"
Buy ALL Your Soil Conditioners
from ONE Dependable Source



**PEAT-MOSS — Pure Sphagnum
Canadian • German**

**Available in 8 Popular Sizes
1-Peck Bags to 20-Bu. Bales**

**PEAT-HUMUS for Lawns, Gardens, etc. in
Moisture-proof Bags and Bulk**

DEALER HELPS—Sales Literature, Signs, etc.

Write, wire, 'phone—we're at your service

CONRAD FAFARD, Inc., P.O. Box 774, Springfield, Mass.

Phone: LONGMEADOW, LOcust 7-3316

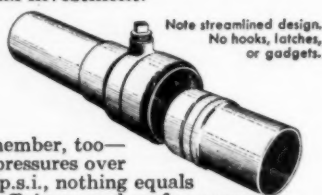
NEW—for portable irrigation...

McDowell *Medium Pressure* **Couplings**



Especially suitable for nursery irrigation!

Now—your McDowell dealer offers a new line of McDowell couplings, especially designed for economical operation at medium pressures. This new design, when used for working pressures of 50 p.s.i. to 100 p.s.i., provides all the superior advantages formerly found only in McDowell High Pressure Couplings. Further, they're low in cost, thus making possible considerable savings in your initial investment.



Remember, too—
for pressures over
100 p.s.i., nothing equals
the efficiency and performance
of McDowell H.P. Couplings!

FOR FREE BOOKLET— MAIL COUPON TODAY

Please send details on McDowell Coupling
Portable Sprinkler Irrigation.

Name _____

Address _____

McDOWELL MANUFACTURING CO.
Pittsburgh 9, Pa.

been good. As a result of having good labor available, all our nursery planting will be completed almost three weeks earlier than usual.

"In general, nursery plantings are being expanded, and we expect the demand to continue strong. Most prices were increased somewhat this spring; we have no further changes planned at this time."

Satisfactory Volume in Minnesota

A favorable season weatherwise and in sales are reasons for optimism, according to Vincent K. Bailey, J. V. Bailey Nurseries, St. Paul, Minn., who comments as follows:

"Our spring planting and digging started at a normal time and has been favorable since the beginning. Temperatures have been somewhat below normal, which has resulted in some complaints from the sales lots, but, judging from repeat orders, their volume must be satisfactory. Our business is primarily wholesale, and we have enjoyed a satisfactory volume."

"The labor supply has been quite adequate, in fact, a little easier than ever before. Our wages paid are probably a little higher than in the industry generally, thus allowing a little selection."

"Our own planting program has gone ahead on schedule and is our usual volume, with slight increases in shade trees. The weather has been particularly favorable to good stands."

"The prospects for sales in the fall of 1956 and spring, 1957, seem favorable. Our volume available will be equal to or slightly above the past season's. We anticipate no major price changes; possibly some minor adjustments will result in not more than 1 or 2 per cent increases. Prospects seem bright for the coming season. In general, we feel that the retailer in this area has done well and that means optimism for the future in the wholesale business."

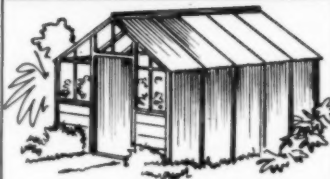
Nebraska Sales Good

Both seedlings and finished stock sold exceptionally well, reports G. A. Gritzmacher, Plumfield Nurseries Inc., Fremont, Neb. Other observations follow:

"This has been a very favorable season. To start with, it has remained cool, and we have been able to sell and ship almost every day. Sales have been exceptionally good, especially on forestry and evergreen seedlings. Likewise, the demand for B&B evergreens and shade trees has been very good. Sales of shrubs could have been better, but even so, we will not have much surplus."

"We had several million forest seedlings of which over 60 per cent

BUILD YOUR OWN FIBER GLASS GREEN HOUSE



Fiber-Glass provides better distribution of light, thereby enabling you to grow more plants in a smaller area.

Corrugated fiber glass sheets available 34 ins. wide by 8-ft., 10-ft. and 12-ft. lengths, in natural color to give maximum light transmission.

59¢
sq. ft.

WRITE FOR FREE INSTRUCTIONS AND INFORMATION TO DEPT. 101
Orders shipped promptly.

QUANTITY DISCOUNTS ON
50 OR MORE SHEETS

coral way products co.

DEPT. PG 1 P. O. BOX 162
CORAL GABLES 34, FLORIDA

Original TINA Knives



649



650 E



650 S



651 M



683

Request Folder

HERMAN A. WIRTH
Levittown, N. Y.

NEW! NEW! NEW! PLASTIC LILY POTS



- Lighter Weight
- Lower shipping costs
- No breakage
- No scrubbing
- More sales appeal

Choice of six eye-catching plastic colors.

Sizes: 5" dia., x 5" deep
6" dia., x 6" deep

Write For Catalog
UNION PRODUCTS, INC.
Leominster, Mass.

FERTO-POTS	MILLIONS USED PLANT EATS POT
Per ton C. L.	
FERTO-GERM, Compost, Manure.....	\$48.00
MULCHNUR, 3-6-3 All Organic.....	60.00
BONE MEAL RAW IMT.....	60.00
GARBAGE TANKAGE, 9% per cent Am.....	18.00
SE-80-PHOS, 20 per cent T.P. Acid.....	18.00
FEATHER TANKAGE, 17 per cent Am.....	130.00
Write for Price List, Small Quantities.	
ALLEN CO.,	PITTSBURY 3, N. J.

were sold before February 1, and sales continue heavy right up to the present time.

"We had a few thousand canned evergreens, which were sold out completely before the spring season even got started.

"While we do not have adequate figures at this time, we are guessing that this year's business will show an increase. Labor has been plentiful, and we were able to select our help this year.

"At present our crop for next season looks great. If nothing unforeseen happens, we should have a larger supply of stock in 1957. The demand for landscape plantings is definitely on the increase, and we do not predict any decreases in prices."

G. L. Welch, Mount Arbor Nurseries, Shenandoah, Ia., anticipates some price advances, writing:

"We have enjoyed a satisfactory volume of business this year. The demand has been excellent for most lines of stock, especially fruit and shade trees and roses. In areas where weather conditions have been at all favorable I think business has been excellent at retail levels.

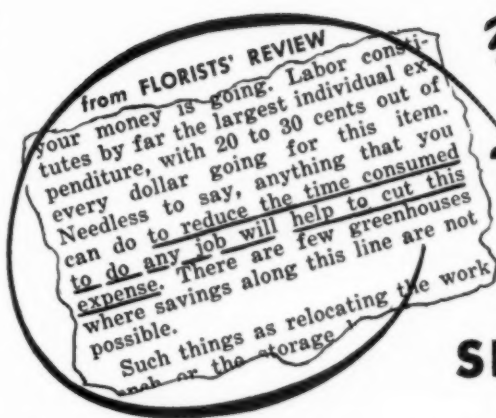
"Costs, especially labor, are increasing, and we anticipate some slight price advances for this coming year."

QUARANTINE AREA CHANGE

Effective May 16, the counties of Broward and Dade in Florida were designated regulated areas by the United States Department of Agriculture, plant pest control branch, under the plant quarantine and insect pest acts, to prevent the spread of the Mediterranean fruit fly from infested areas of Florida to other parts of the United States. The destructive insect has not appeared in other sections.

The quarantine prohibits the shipment interstate and from the regulated counties into other parts of Florida of live Mediterranean fruit flies in any stage of development; fruits and vegetables and other garden and orchard products of all kinds, sand, soil, earth, peat, compost and manure; fruit-picking equipment, trucks and other conveyances; containers and other products and articles which may constitute host material to the fly, except when inspected and certified free of infestation by a U.S.D.A. inspector.

Coconuts; lemons and sour limes, when picked green and commercially packed; strawberries, blackberries, dewberries and watermelons are fruits excepted from the quarantine regulations. The shipment of live



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Time by 89%*

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SHREDDER**

Records show that from 20 to 30% of your production costs are made up of labor. Any major reduction in this item will show a worthwhile increase in your yearly net income. A Royer Shredder will provide such a reduction.

Reports from users indicate that a Royer will reduce the manhours needed for compost production

by as much as 89%..at the same time supplying a better product ...clean, evenly granulated, completely mixed and aerated, ready for application.

Join the hundreds of satisfied Royer users. This self-liquidating investment will pay off for you. Write for Bulletin 563 giving detailed information.



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Mediterranean fruit flies for scientific purposes is also regulated.

FIRE May 4 destroyed a large shed containing nursery stock, peat moss, tools and lumber at the Fad-degon Nursery, Stop 24, Troy-Schenectady road, Troy, N. Y.

LANDSCAPING plans carried out by Greenhill Nurseries, Durham, N. C., for the Forest Hills shopping center included the planting of more than 800 plants and 55 trees on the plaza and in the garden area of the center.

JOHN PERKINS has opened the Perkins Garden Center, on Highway 18, Clear Lake, Ia.

MAY 13 was the date of a party given by Mr. and Mrs. Avert Asjes, Jr., and Catharina Asjes, Rosehill Gardens, Kansas City, Mo., in honor of their parents, who celebrated their 50th wedding anniversary.

DONALD P. WATSON, Michigan State University, East Lansing, has been promoted to professor of horticulture, effective July 1. He is in charge of the division of ornamental horticulture.

Western Shade Tree Conference Meets

By Walter B. Balch

A well-balanced program brought a satisfactory registration for the 23rd annual meeting of the Western chapter of the National Shade Tree Conference, held at Rickey's Studio Inn, Palo Alto, Calif., May 23 to 25. The last time the group met in this area was about 20 years ago, when it held its meetings on the campus of nearby Stanford University.

The following officers were elected during the conference: President, Roger Sohner, Sohner Tree Service, San Anselmo; vice-president, Percy Everett, director, Santa Ana Botanic Gardens, Claremont; secretary-treasurer, C. E. Lee, line clearing supervisor, Southern California Edison Co., Los Angeles; editor, Millard Blair, Blair Tree Service, Mount View; directors, Austin Carroll, Sacramento municipal utility district, Sacramento; Kaye Hall, superintendent street trees, Long Beach, and Frank Nolan, Nolan Tree Surgery, Palo Alto, and board of governors, Ross McIntire, superintendent street trees, Los Angeles; Lynn Harris, assistant superintendent of parks, Oakland, and C. E. Lee.

Air Pollution Effects

Addresses of welcome, responses and forecasts of the future of trees for city and home planting were taken up at the group luncheon meeting the first day. Before these formalities, the morning speakers' program had included an outstanding scientific report by Dr. John P. Nielsen, of the Stanford Research Institute, on "Markings Produced by Air Pollutions on Western Vegetation." This talk was a report of important work done by the speaker and Dr. Harris M. Benedict, of the institute. As a result of the findings of the three years' work, the institute has published the complete report, with colored pictures shown at the meetings, and sells it to the public. This talk set the tone of the succeeding talks, and while some of them were of less technical nature, none was better presented.

The afternoon of the first day was devoted to problems of civic workers concerned with the planting, care and handling of trees in parkways, parking places, city and county recreational areas and similar places. It covered such matters as obtaining and training personnel for the work, costs of operations and maintenance and feeding of street trees.

The second day was largely a seminar in shade tree problems as they concern not only the city or county officers, but the homeowner and the public utility officials. The part the landscape architect plays in such matters, especially in new subdivisions, was also discussed.

There was a report on the need of better regulation of public utilities, by Irwin T. Johnson, city of Palo Alto, who presented cost sheets showing that the 40-foot utility pole did not cost so much to maintain as the lower pole, when the costs of tree surgery and service interference were included. Ralph D. Cornell, Los Angeles landscape architect, told about the use of trees under various conditions and, with some excellent slides, demonstrated good and poor plantings.

Walter Howell, manager, agricultural sales, Pacific Gas & Electric Co., told of the problems his firm and other California utility companies have in handling trees which interfere with power and telephone lines

and gas and water mains. He told of the printed material his firm makes available in the attempts to educate the public in the need of proper trees and the desirability of legislation on a city or county level to insure proper plantings of the trees.

Lynn Harris, assistant superintendent of parks, Oakland, next spoke briefly, showed slides of trees which the city of Oakland is using under various conditions and told of the values of these trees.

Discuss Specifications

Presented to start a discussion, the paper read by Vernon Dean, park department, city of Berkeley, "The Role of Specifications in Tree Planting to a Plan," did just that. Mr. Dean presented, without comment, a set of specifications which had been drawn up for the occasion by Emil L. Anderson, Piedmont, landscape architect. After reading the specifications, President Allan Reid, who ably conducted all of the meetings, called for comments. Nearly every-

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Ben Malvitz using the WRIGHT SAW at full power while perched in a tree. No other powersaw is safe off the ground.

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Please send
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"The WRIGHT SAW is the only power saw I would consider using up in a tree," says Ben Malvitz, owner of the Malvitz Tree Removal Company, in Wisconsin. "The safety guard on the blade, safety automatic cut-off switch, light weight, complete absence of grabbing or kicking add up to real safety!"

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Ideal for limbing, bucking, notching, felling, underbucking, pruning... cuts through a pinch easily. Cuts close to tree without injuring bark. Smooth cut. Mr. Malvitz writes that he doubled his average day's income with the Wright Saw—that it paid for itself in less than 30 days. One test in the field will convince you that there's no finer power saw made—at any price.

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one who had experience with obtaining and planting trees for planting from a plan had suggestions and ideas for changes. The speaker made notes of the suggestions, and it is expected that the revised specifications will be published in the letter of the association to serve as a guide for those who have need to draw up such plans.

Friday morning, May 25, the program centered on management problems. A panel, composed of Carl Albracht, Paul E. Glaser, Frank Nolan and Bertram Puckett and headed by John C. Phillips, gave prepared talks on "Methods and Costs of Evaluating Damaged Trees," "Use and Enforcement of Arboricultural Code," "Need and Use for Tree-trimming Specifications" and "Arborist Certification." Each of the speakers gave his opinions on each of these subjects and cited his own experiences. As each subject was concluded by the panel, the chairman called for discussion of the topic. In general there was agreement in the ideas, and the air was cleared to some degree.

The matter of a tree trimmers' or tree workers' union which would include all of the employees of an arborist's organization, such as truck drivers, mechanics, laborers, tree

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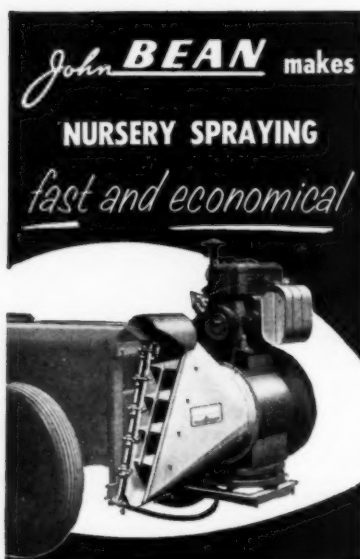
WOOD PRODUCTS CO., Toledo, Ohio

trimmers and so on, was discussed, but it was the opinion of most of those who talked on the matter that it is too late for such a step, even if it were desirable.

Prof. Leland Brown, associate entomologist, University of California at Los Angeles, and Dr. Pierre A. Miller, of the University at Riverside, made reports on investigations of some common insects attacking trees in California and on

the oak root fungus. With respect to the disease, Dr. Miller told of the work being done in trying to learn more about it so far as it concerns ornamentals, and he concluded by saying that to date nothing gives better control than carbon bisulphide fumigation, at the rate of 300 gallons per acre.

An interesting talk was given by Rudolph E. Lindquist, a certified public accountant. He told his ex-



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sprays your nursery stock in strips 30 to 40 ft. wide. Big air volume blower unit gives uniform penetration and coverage of all parts of every plant, shrub or tree. You'll profit from savings in time, labor and spray materials. For use on most existing high pressure sprayers.

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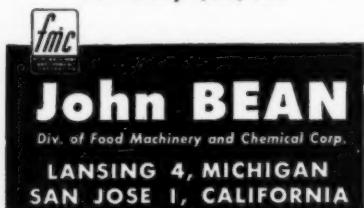


NEW John BEAN HI-CROP SPRAYER

sprays low as well as high nursery stock (up to 6 ft.) with boom height controlled from the driver's seat. High pressure pump handles concentrate or dilute spray materials. Ample power and traction to do a fast, labor saving job. No tractor required.

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periences in group bookkeeping for the Bay area nurserymen and the state's bedding plant operators and how the work made for a better understanding of the leaks in expenses and the greater possibilities for profits. The most controversial statement had to do with the discharging of excess employees in slack times, even at the expense of losing some experienced workers and having to replace them at a later date with less experienced help. The system has, he bluntly stated, paid off. He gave other suggestions for simplified but accurate bookkeeping in his helpful talk.

All who attended the meetings agreed it was one of the best of the many good conferences and long applause was given the retiring president, Allan Reid, for his part in the arrangements.

The formal talks all were presented in the Executives' room at the headquarters inn. There were, in addition, two interesting outdoor activities and an eventful barbecue. Two field trips were taken by bus, both to subdivision developments of the San Francisco peninsula. Those who took the guided tour on Thursday afternoon, May 24, saw typical Palo Alto tree plantings. The contrast between the older sections of the city, where the homes are magnificent but were built before the era of zoning and controlled tree planting, and the newer controlled areas was striking and was an example of what can be done with thought and care. A number of other interesting tree sights were seen, and the trip ended at the garden of Sunset magazine. This site has been described in numerous publications as an ideal landscaping of an industrial zone and it has been the pattern for many similar designs.

Friday afternoon, the bus riders were taken to the Stanford University amphitheater, which was completely occupied by tree men's machinery. The firms who had supported the convention by renting space had opportunity at this time to demonstrate their equipment.

Other business matters handled were largely routine. The various committees made their reports, and all were accepted as read. Special interest was shown in the certification plan for tree workers, and it was indicated that this would be pressed more strongly in the coming year.

The site for the 1956 convention was affirmed for Yosemite National park, May 8 and 9, with a possibility that May 7 might be added if the membership desires additional time.

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REDWOOD EMPIRE CHAPTER

May 8, the Redwood Empire chapter of the California Association of Nurserymen held a business meeting at the Chuck Wagon, San Rafael, attended by 24 members and guests.

Dick Fawcett, Oki Nursery, Sacramento, was introduced as a guest by Mrs. Prickett, hospitality chairman. She also introduced a new member, Kenton Smith, Skylark Nursery, Santa Rosa. Mr. and Mrs. Jack Leslie, Carlaw-Bennett Nursery, were also present.

President Peterson announced that the following applications for membership were approved by the board of directors: Regular, Bancroft's Valley of the Moon Nursery, Sonoma, and Carlaw-Bennett Nursery, Sebastopol; affiliate, Jack Leslie, Carlaw-Bennett Nursery.

The president then asked Laust Lund, Lund's Nursery, Napa, to act as chairman for the annual nurserymen's picnic. Harold Prickett offered to assist. The picnic will be held in the Napa area in August.

Upon vote of members present it was decided to hold the June meeting at Napa. Mr. Lund will make dinner arrangements. At this point the president called upon Harold Prickett to report on the midyear directors' meeting. This report was complete and told of action taken by this chapter at the meeting.

Mr. Prickett also stated that compensation insurance survey information was available through Pressley Jones. The publicity committee showed a large gain in the use of newspaper releases.

There being no further business, President Peterson called upon program chairman, Ruth Cullen. Her presentation came as a complete surprise to two members—Dorothy and Hugh Wallace. After a beautiful reading of two verses, the group presented the couple with a shower of gifts for the expected baby. Adjournment followed. H. W.

MAINE APPLE POOL

Maine fruit orchards contain about 8,000 new trees this year as a result of the Maine department of agriculture's annual apple tree pool. The pool was set up many years ago to provide Maine fruit growers an opportunity to buy new stock of top-quality trees at a more economical price by purchasing the trees cooperatively instead of individually.

The pool is open to any grower requesting 50 or more new trees, either apple, pear, peach, plum, sweet cherry or sour cherry. Many growers in southern and central Maine







A new pull-type aerating and cultivating machine that can be attached to any 2 h.p. or up garden tractor. Will cover an acre an hour and can be adjusted 1-2-3 inches in depth. Gets air, moisture and fertilizer down to the roots.





A self-transporting, cultivating, renovating and aerating machine for Ford-Ferguson, International 300 and other hydraulic lift tractors.

Six feet in width, it is built of tubular steel and has eight aerating wheels and a choice of three coring, slicing and renovating knives.

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take advantage of the program each year. Orders for the trees close February 15, with the combined order scheduled for early spring delivery. The trees are then distributed to growers as soon as the frost leaves the ground and state-wide conditions permit spring planting. On the average, about 8,000 trees are distributed each year through the apple tree pool.

Trees ordered through the pool this year included some 30 different varieties. Apple trees of the Mac-Intosh and yellow and red Delicious proved to be the most popular in this year's delivery.

HAYT M. MANN, R. F. D. No. 2, Box 131 A, Lake Butler, Fla., is operating the Beverly-Mann Nursery, with 80 acres of land.

RECENTLY granted a license to operate a nursery at 165 Denargo Market, Denver, Colo., C. F. Hedrich, L. M. Swartz and V. F. Smith will operate Evergreen's Half Acre.

NEWEST ideas in self-service supermarket shopping have been incorporated in the new garden center of Alley Pond Nursery, Bayside, N. Y. The nursery, established 28 years ago, recently completed a 9-month building and expansion program.

URNS CLODS INTO POTTING SOIL

THE ONLY
**COMPOST
GRINDER**

THAT GRINDS OR
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PORTABLE MODEL 2-XB

\$184.50 complete with
2½ h.p. Briggs & Strat-
ton retrievable starter
engine or \$128.50
less engine and belt
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MODEL 4-EV WITH DETACHABLE ELEVATOR

Grinder and ele-
vator detach so
each can be used
separately
\$752.40, com-
plete with two
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There is no other compost grinder that can com-
pare with the W-W Compost Grinder and Soil
Shredder. It comes equipped with interchange-
able rollers and grinding screen so that, with the
rollers in, you can shred organic matter properly
for composting or mulch . . . or, with the screen
in, you can make potting soil and top-dressing
from heavy sod, and you can mix compost, mulch
or other fertilizer with your soil. It literally turns
leaves, twigs, stalks, prunings and manure into
gardener's gold. It handles practically everything
. . . reduces it to the desired texture . . . and
rejects only the unwanted trash.

Write for literature and dealer's name.

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INSURE YOUR PLANTINGS....

Plantect
PROTECTS PLANTS

PLANTECT, as it retards evaporation from leaves, will protect all new
growth on both evergreens and deciduous stock.

PLANTECT will reduce loss from transplanting and, hence, cut down on your
replacements.

PLANTECT will help you secure the best possible stand from the stock you line
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1-gal. can....\$6.50 5-gal. can....\$31.50 55-gal. drum....\$270.25

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50 lbs. water pressure.

20 Type T-16 twin discharge Humidostat nozzles \$40.00

10 Style No. 653 pipe clamps with tees and elbows 11.00

1 Electric water valve, ¾-in. pipe with strainer 20.50

1 Style No. 1-M adjustable interval electric timer, controls misting for
several seconds each minute 17.50

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Add 2% for delivery west of Mississippi River.

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The HUMIDOMIST SYSTEM has proved profitable in propagating work.

COVER ILLUSTRATION

Ulmus Thomasi

Ulmus thomasi, the cork elm, is an interesting native species found from Quebec, Canada, south to Tennessee, and west to Nebraska. It matures to a fairly good size, about 75 to 80 feet tall and under favorable conditions, to 100 feet, although it grows more slowly than some other elms.

In branch formation, it develops a columnar head of rather short lateral branches from a single, sturdy center stem. The leaves of *U. thomasi* are typical of the genus in outline, doubly serrate, rough in tex-



Corky excrescences on branchlets of *Ulmus thomasi*.

ture, pubescent beneath, turning a good yellow before falling.

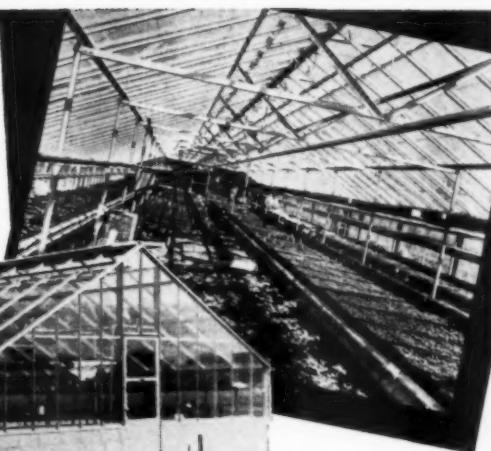
The outstanding feature characterizing the cork elm (sometimes called rock elm), as well as *U. alata* and to a lesser extent *U. carpinifolia* variety *suberosa*, is the formation of corky wings on the branchlets. While these excrescences are true cork, the quantity and quality produced lack commercial value.

The woody structure of the species, with its strong central mast and light, flexible, lateral branches, makes it far less susceptible to serious damage from sleet or snow loading than other species having broader heads carried on heavy, wide-spreading scaffold branches weakly crotched to the trunk. Careful observation over a period of 25 years has shown the cork elm to be a most substantial tree for city streets, in

even after 3 years . . .
"WE'RE GLAD WE WAITED"

Say Many Who Purchased
 The Fabulous all-aluminum

METROLUME



ANTHONY BRAND
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Only after 3 years of development was METROLUME pronounced ready. And now, in just a few short weeks, the METROLUME Greenhouse has been acclaimed as one of the most important contributions to the industry in recent years.

Many greenhouses have been sold and orders continue to flow in. The consensus of growers and nurserymen is that they are glad they waited.

Here are just a few of the many operators who have already purchased METROLUME Greenhouses.

Henry Popp
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City of Darien
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locations where storm damage is a frequent hazard.

Several species of *ulmus* have proved excellent for use under the adverse conditions inescapable in most cities, such as too-narrow, arid tree belts on streets, soot and chemical deposits on foliage and the contaminated atmosphere incidental to heavy traffic of gasoline and fuel oil vehicles; for this reason, and the additional worth of its storm damage-resisting qualities, *Ulmus thomasi* should be well considered where the use of elms as functional trees is contemplated.

The original photograph used for the cover illustration was taken by Gavaghan & Dobson in a Rochester, N. Y., park. J. G.

HAYNES NURSERY FIRE

Fire in April destroyed a 20x70-foot concrete block storage building and workroom and damaged a greenhouse and several thousand tree seedlings and plants at Haynes Evergreen Nursery, Route 1, Hartford City, Ind. The Haynes home, at the front of the gutted building and connected to it by a breezeway, was saved from serious damage by firemen. It was thought that the fire was

caused by overheating of a stoker furnace serving the greenhouse. No insurance was carried on the buildings, according to news reports.

SUPERMART AT TULSA

Hunter & Sons Nursery, Tulsa, Okla., recently opened a supermart for the sale of nursery stock. A large slat shed, 120x120 feet, houses a complete line of all the usual shrubs and evergreens, as well as bedding plants, bulbs and perennials. In-

cluded are rhododendrons, yews, azaleas and camellias. Much of the stock is canned or potted, and canning facilities have been constructed.

Supporting the supermart are 140 acres of irrigated growing fields, including the 50 acres of the original nursery and 90 more which are either planted or are sown to legumes for soil preparation.

Plans for immediate further development include converting a large garage into a garden shop, constructing a greenhouse and a carport and

GROUND COVER PLANTS

By Dr. Donald Wyman

Describes more than 200 kinds of woody plants and herbaceous perennials which can be employed to cover the soil, in sun and shade. Data on listed plants include height, hardiness zone, flowers, foliage, fruit and autumn color if important, habitat and propagation.

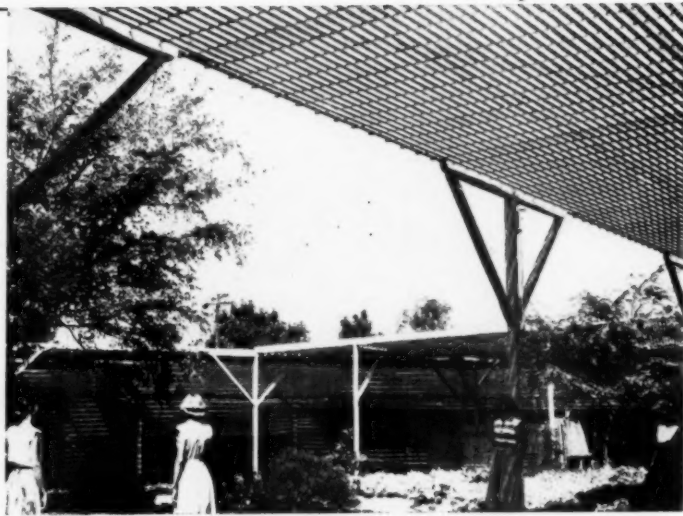
Chapter headings: Hardiness. Planting. General Maintenance. Winter Protection. Pruning. Propagation. Equipment for Propagation. Ground Covers for Special Purposes. Lists of Plants Used for Ground Covers. 175 pages. (1956).

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For Ten Feet or Ten Acres

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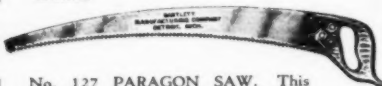
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PROPER PRUNING WILL PROTECT YOUR TREES

Damage by ice and wind often can be avoided, or the effects lessened, by use of correctly designed pruning tools, bracing materials and tree wound dressing.



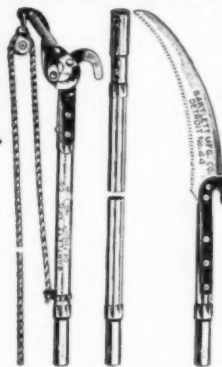
No. 127 PARAGON SAW. This curved blade, draw cut pruning saw is ideal for all-around pruning. Best quality saw steel. Easy grip handle.



This drop-forged tool steel 9-in. Hand Pruner has a crutchlike steel blade and hardened hook. Unsurpassed. Ask for catalog showing a complete line of pruning tools.

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Two complete tools . . . longest section 72 ins. . . **EASILY CARRIED IN SMALL CAR.**

Length	Weight lbs.
30-in. Pruner	2 1/2
30-in. Saw	1 1/2
72-in. Section 2	72-in. Section 1 3/4

Total Wt. 8

This combination can be quickly and easily assembled to make either of these two tools:

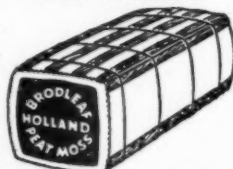
1 Heavy-duty Tree Trimmer (1 1/2-in. capacity)	14 1/2 ft.
1 Fast-cutting Pole Saw	14 1/2 ft.

"BRODLEAF" Imported HOLLAND PEAT MOSS

- ★ THE ROOTS SCREENED OUT.
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erecting redwood walls to protect plants from the wind.

Present equipment includes four trucks and a tractor, and the nursery is staffed with nine regular employees in addition to the family. Services of a landscape designer are available to customers. The Hunters' eldest son, Kenneth Eugene, will take his M.A. degree in entomology and landscape architecture at Oklahoma A. & M. College, Stillwater, Okla., in August.

R. W. C.

LANDSCAPE TRADE REPORTS

[Continued from page 9]

plants for the cash-and-carry trade and maintain a complete line of fertilizers, grass seeds, tools, etc.

"The demand this spring seems to have been for broad-leaved evergreens in medium and large sizes and varieties of taxus, ilex, azalea and rhododendron. We grow our own annuals and perennials, and there is a great demand for these plants.

"While we are going to have a very short season, we believe that our sales will surpass those of the spring of 1955.

"We keep our planting foremen and crews the entire year and during the rush season have to hire extra help, about 50 per cent of which are regular men who return to us each season. Our help this season seems to have been exceptionally efficient. There is still a demand for experienced landscape planting foremen and experienced landscape salesmen."

"Like No Other Spring"

Swing to B&B handling is told by E. Sam Hemming, Eastern Shore Nurseries, Inc., Easton, Md., in the following report:

"This spring has been like no other that we have had, so that it is hard to compare it to other years. It has been quite cold and wet and is still cool here May 21. We were late starting and have been 10 per cent behind in our volume of orders all spring, although we are not finished yet. Plants like forsythia bloomed as much as three weeks later than in other years.

"Our wholesale business is about the same as last year's. The cash-and-carry business was a little less than last year's, but a little better than in any other year. In our landscape business the size of the jobs has run about the same—a few large ones; most of the others medium size.

"In regard to nursery stock, shade trees and a few other items were short; the rest seemed to be adequate. Labor was sufficient and the cost was

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Heights 2 to 14 ins.

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higher. It looks as if our planting will extend into June this year, and while we have no great supply of container material, we now grow nearly all of our nursery stock so that it can be handled B&B, even the flowering shrubs."

Busy at Pittsburgh

Stanley W. Leonard, Leonard & Leonard, Pittsburgh, Pa., tells of more careful buying by homeowners and more difficulty in obtaining better stock, writing:

"Spring, 1956, will be remembered by most retail nurserymen because it was very late and very wet; no plants should have died from lack of water, nature's own! As of May 19, Pittsburgh had excess precipitation of 6.95 inches — 20.65 inches since January 1. Lawn work has been difficult to complete.

"Customers are asking the price of stock more often, and not too many are buying high-priced taxus. Customers take more time paying bills; some prefer to pay at once rather than to have a bill arrive in the mail.

"The lack of novelty nursery stock from Oregon, due to the disastrous fall temperature drop, and the fact that the Painesville, O., nurserymen had no mild spells in the winter in

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DERRY VILLAGE, N. H.

which to dig deciduous stock, played their part in making it more difficult to get short items quickly. Better foundation plantings are taking taxus rhododendron and pieris. Anyone with any following at all has been busy, and 1956 should be a good year, though not so good as 1955.

"Perhaps the best sign of the times for the established retail nurseryman is the small difference in price between the material at cut-rate roadside stands, where one pays cash and lugs stock home, and stock such as ours that is fresh dug, delivered, planted and guaranteed."

Virginia—"Working in the Rain"

May business was still heavy in Virginia, states Owen G. Wood,

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with power. We
pay the freight.

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CALIFORNIA

Order direct from
factory. Save dealer
profit and shipping
costs.

Wood-Howell Nurseries, Inc., Bristol, Va., writing:

"Our spring business, both at wholesale and at retail, has been the best in the history of the Wood-Howell Nurseries. The season was unusually wet; we encountered considerable difficulty in meeting our wholesale planting schedule, due to the fact that it rained just about half the time. However, with the exception of having to make some late shipments due to rain, we were able to meet schedules by working late and often on Saturday afternoons, sometimes in the rain.

"Retail business has been exceptionally good, also. The demand has been heavy for all first-class plant material and continues as of this

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46 inches long
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Grow Top Quality at Lower Cost

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Top market prices and heavier production per bench are guaranteed every owner of a SUDBURY SOIL TEST KIT. Prevents starving plants, or stunting them with toxic soil. Can be used on soil already in benches, even on growing crops. Turn poor benches into top production, and keep them there.

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SEND NO MONEY— pay postman only \$4.95 plus postage, then 4 monthly payments of \$6.75 each.
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Sudbury Laboratory, Box 42C, South Sudbury, Mass.
Dealers: Write for Special Offer.

PRONOUNCING DICTIONARY of Plant Names
64 pages, 3000 names, 25¢ per copy
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date with little let-up in the demand, even here, during the middle of May.

"Prospects for fall are extremely bright, both in a wholesale and retail way. Labor has not been a problem this year. A good supply has been available, and the attitude of workers in this area has been greatly improved."

Ohio Trade Improved

An increase of 15 to 20 per cent over last season is anticipated by John D. Siebenthaler, Siebenthaler Co., Dayton, O., in his 1956 report, as follows:

"No amount of complaining seems to have had any effect on improving the weather this past spring; so we just went along and did the best we could. Temperatures were below normal all through March and April, and rainfall was in excess of the average for the season. However, now that we are in the middle of May, looking back it was not so bad as we thought at the time.

"Retail sales in the garden center were about the same as last year up to the last two week-ends when, due to warmer weather, the store business increased about 20 per cent over the corresponding weeks last year. The amount of landscape work on the books is slightly less than for the same date in 1955, but with cool weather still prevailing and with the backlog of orders, we should show an increase over last year by some 15 to 20 per cent by the first of July.

"The demand has been for better-quality stock and fair sizes, especially in taxus and the high-quality balled and burlapped shrubs. We are making preparations to continue landscape planting and construction through the entire summer, having a good supply of material balled and burlapped, using rot-proof burlap and heeling plants in storage beds mulched with leaf mold."

William A. Natorp, William A. Natorp Co., Cincinnati, O., also tells of rains, but heavy trade, as follows:

"Business during this spring season was handicapped by heavy rains in March and early April. Most week-ends, when our retail business is usually the heaviest, have either been snowed or rained out. As a whole, the demand for nursery stock and landscape work is very heavy, in spite of weather conditions. We are running 8 to 10 per cent over last year at this time.

"Labor in this area is no problem this year. Our increased local newspaper advertising budget may have been responsible for the additional sales made. At the present time, we

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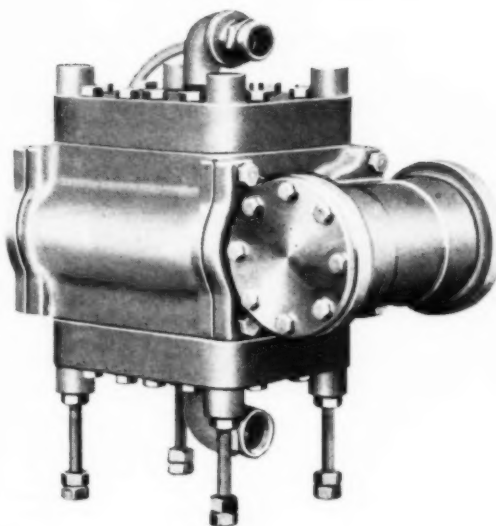
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WATERPROOF
TREE AND PLANT LABELS

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

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ACCURATELY measures fertilizer and mixes it with water in a **SAFE** proportion.

The Smith Measure-Mix is an automatic, accurate, dependable, non-hazardous device for injecting liquid fertilizer solutions into the water supply. It is driven by the flow of the water, so requires no electric power connections or gasoline engine. All the water used in feeding must flow through the machine. Accuracy is guaranteed within 10% with all types of liquid fertilizer solutions, and in most services is within 2 to 5%. This accuracy will be maintained regardless of any changes in the water pressure or rate of water flow.

The Smith Measure-Mix gives very satisfactory service in normal use. There are no worries about getting too much fertilizer in the water, resulting in plant losses from "burning." If anything ever goes wrong with a machine, it applies less fertilizer, *never* more.

Model R-3 for 3/4" hose connection (portable unit) will handle up to 15 gallons per minute of water. Model R-8 for 2" pipe connection (usually permanently mounted, but can be portable) will handle up to 100 gallons per minute of water. Either model can be made to proportion liquid fertilizer in any amount desired.

are still planting in full force and expect to do so for another month.

"Lining out in our nursery was delayed for almost a month. It was necessary to work two week-ends and Sundays to finish our planting.

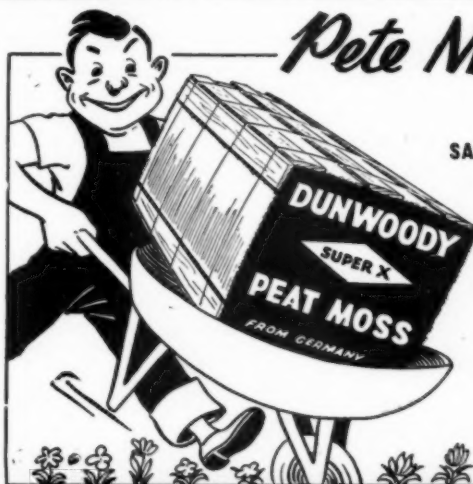
"Due to the sale of one of our farms (No. 3 Nursery—40 acres) for real estate purposes, we acquired an additional 91-acre tract in April. This farm is located on Mason road, opposite our No. 5 Nursery."

Drought and Cold in Midwest

The Illinois picture is described also by Eugene A. de St. Aubin, Eugene A. de St. Aubin & Bro., Inc., Addison, Ill.:

"Very unfavorable winter weather, with not one drop of rain for the first 24 or 26 days of April, resulted in heavy evergreen loss in the nursery. Cold, wintry weather in March, especially in the latter part, made the spring season later than usual, it being April before work of any account could be done.

"After the season did open, the usual April rush followed, and, fortunately, subnormal temperatures prevailed until the middle of May, permitting late planting which would not have otherwise been the case. I cannot recall a year in this area when trees were really in a dormant



Pete Moss

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condition May 10, as they were this spring. This contributed to a good business season.

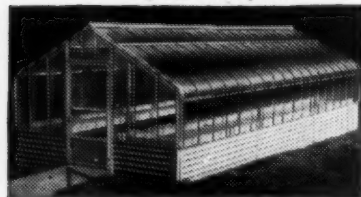
With the exception of fruit stock, the better grades of all items were in good demand. Shade and ornamental trees reached a high mark; ornamentals gave a satisfactory account of themselves, and as for evergreens, the number sold surpassed the comparative period of 1955. Some ever-

greens were in short supply, but most customers seemed willing to accept available varieties for those that were lacking.

We find the labor problem not easily solved. Where so much additional help is needed quickly and for not too long a period, in times such as we have now, there is difficulty. We managed to go through the season fairly well, but at times there



narrow roof rafters permit 1/2 more light to reach plants



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Curved glass eaves are standard with Mor-lite.

CHECK THESE FEATURES...

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State.....

was hardship on the regular personnel."

Scarcities in St. Paul

"Spring in the Twin Cities area is a month late," writes H. S. Reid, Holm & Olson, Inc., St. Paul, Minn., in a letter dated May 21. "Little gardening work was done in April, due to cold, rainy weather, with frosts on many nights. Planting did not start till about May 10. We have been very busy since.

"General labor is more plentiful than last spring, with experienced help scarce.

"In some areas, nurserymen took a heavy loss in winterkill of arbovitae. Some shade trees are unavailable, and larger sizes of evergreens are not to be had."

Northwest Sees Record

Optimism and prices rose this spring at Seattle, Wash., according to the following report on trade in the northwest by John B. Strander, Strander Evergreen Nurseries, Seattle.

"The season opened slow, with many nurserymen discouraged because of the heavy losses sustained in last November's disastrous freeze. April, however, opened with a bang, and it now appears that the season will easily set a record. Most local broad-leaved evergreens, except perhaps boxwood, Ilex crenata and in some places aquifolium, were either damaged or killed. Rhododendrons, evergreen azaleas, photinias, skimmias and most other broad-leaved types have been available from out of state. Retail prices in the Seattle market area have increased from 8 to 10 per cent. A similar report has been heard concerning the Tacoma market."

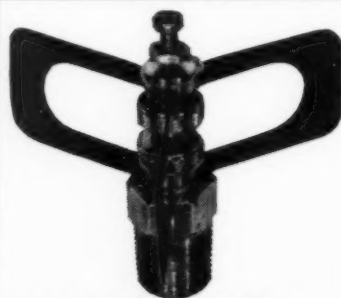
California Has Some Advance

"The spring trade has been good, about 10 per cent better than last year's," states George C. Roeding, Jr., California Nursery Co., Niles, Calif. "The demand has been good for all deciduous stock especially fruit trees and roses, and we have been quite busy with landscape work. There seems to be sufficient field help this season.

"Our 22nd annual spring bulb show outdoors brought many thousands of persons to the nursery again this year.

"The fall was rather disappointing, due to the floods here December 23; 150 acres of the nursery were under 18 inches of water, and then it rained about 30 days; so it meant double time in the spring to catch up.

"All indications are that the season



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LONGER LIFE

PRECISE PERFORMANCE

BEST NOZZLE AVAILABLE

Stainless Steel Orifice Insert
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Nozzle No.	Orifice Size	At 20-pound Pressure Diameter	G.P.M.
550-A	.028 in.	7 ft.	.1
550-B	.060 in.	12 ft.	.3
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Price, \$2.95 each, postpaid. One dozen, \$2.36 each. Please send check or money order. Guaranteed. 3% tax in Florida.

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MARKITS (above) combine all the essentials of good plant identification.

- Molded of durable, weather-proof plastic.
- Full 2 square inches of horizontal writing surface set at easy-to-read angle. Always remains clean. Weight—5 inches.
- Grey-green color.
- Pencil writing lasts for years, easily erased for re-use.
- Anchors prevent turning and frost heaving.

List Prices — 25 for \$1.25
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PERMARKER

PERMARKERS (right) are durable plastic labels, 2 1/2" x 1 1/2", attached firmly to sturdy 14" non-corrosive steel supports. Easily removed for writing and other uses. Labels held at readable angle.

Always stays clean. Anchor prevents turning, and frost heaving. Pencil writing lasts for years, but quickly erased for re-use.

Colors, harmonizing grey-green or conspicuous orange.

List Prices—10 for \$1.40

25 for \$ 3.25

100 for \$12.25

Write today for discounts and free samples.

Permark Co., Inc. Room 1277, 1 East 57th St.
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will be just as good or better next year. Some shortages are developing, and we believe it will be a little while before people catch up in planting their gardens in this area."

Firm Tries Sunday Closing

Despite rain in early spring and closing of the garden center on Sundays, business has equaled last year's, states Louis Hillenmeyer, Hillenmeyer Nurseries, Lexington, Ky., in the following comments:

"Our business has been satisfactory, though we worked as usual under some handicap. There was too much rain during March and April, though the cool weather held stock back, and material planted has done well.

"In order to give everyone a day of needed rest during the week, we closed our garden center on Sundays. This had been our best day, and it was a difficult decision to make. While we are sure we lost some business, our sales are up to last year's, and we hope we can continue to stay closed on Sundays. We know our help likes the closing and we believe they are entitled to it, like other folks.

"We were late getting in our own plantings at the nursery due to unsatisfactory weather and now are beginning to need some rain."

MILWAUKEE LANDSCAPING

Work began recently on a \$100,000 landscape job at the Capitol Court shopping center, Milwaukee, Wis. Two Milwaukee nurseries are providing landscaping materials. The Carl Gerlach Co. has the contract for trees, shrubs and flowers, and Robert H. Gieringer will supply the grass. There will be a park large enough to hold 10,000 persons for outdoor events. The park will have about 15,000 shrubs, 600 trees, flowers, benches and drinking fountains.

Parking areas also will be attractively planted, to eliminate the monotony of barren asphalt deserts so typical of the average shopping center. All plants in the shopping center will be identified with black plastic signs, similar to those used in the county parks.

BULK'S NURSERY, Babylon, N. Y., is installing a lighting system to prevent repetition of a recent night theft of about 50 plants.

R. L. GREENLEE recently opened the Greenlee Landscape & Nursery in Sigourney, Ia. Mr. Greenlee will carry a line of nursery stock for his landscape planting and for retail sale.



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You can do every lawn-building job from your tractor seat with a YORK RAKE

A YORK RAKE is the most versatile tool you can own. It does preliminary rough grading, clears off stones, roots and debris, spreads topsoil, mulches the soil and does the final raking before seeding—in a fraction of the time it takes a crew of men to do the work. A YORK RAKE pays for itself with the time and labor you save each time you use it!



Rakes stones, roots and debris



Reverses for bulldozing

Sturdy... efficient — easy to use

The YORK RAKE is built for rough service. Teeth are heavy-duty alloy spring steel, individually mounted on a spring steel head. The RAKE provides an ideal screening action because pulverized dirt passes between the teeth while stones and debris are carried along. Adjustments are so simple and easy to make that even an inexperienced operator can do completely satisfactory work. Model RE for all tractors with 3-point hitch; Model RF for Farmall Cub Tractors.

For literature and prices, write to Dept. AN-356



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Planting list guide for nurserymen. Recommends over 1100 species and varieties, with secondary list of 1700. Over 100 illustrations.

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✓ Prompt Shipments
For samples and prices Call **MU 2-3760** or write to:

GELCO, INC. 9 E. 45th St., N. Y. 17

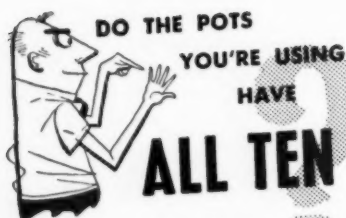
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Without the balance and dynamic energy of bacteria, bioties, hormones, enzymes, vitamins and trace minerals, your soil may lie poorly productive and your plants more subject to disease no matter how many chemicals you use.

All-organic ActivO supplies these vital forces of Nature at low cost. Just mix it with mulches, fertilizers, seed—or directly into soil. **TRY IT!** Money-back guarantee. \$5.95 size energizes 6500 lbs. of fertilizers, etc.



BENSON-MACLEAN BRIDGETON 2, IND.



Years of down-to-earth experience have taught us that it takes good stock and GOOD POTS to build up a good cash-and-carry business.

CLOVERSET POTS FULFILL EVERY ONE OF THE FOLLOWING TEN BASIC REQUIREMENTS:

- 1** Pot must last a full year or more in the sales frame.
- 2** Roots must be safely contained within the soil ball so that transplanting may be done at any time.
- 3** Pot should have a bottom opening adequate for good drainage without waterlogging, with no rock or gravel necessary.
- 4** Bottom must be wide enough to prevent blowing over when placed in frames.
- 5** It should be made in sufficient sizes to accommodate stock of any salable size.
- 6** It should be neat and uniform in appearance; an asset to the sales area.
- 7** It must be tough enough to permit handling in frame and sales-yard.
- 8** Pot should be easy for customer to remove, either at once, or a week later, or even a month after delivery.
- 9** It should be light as possible to reduce freight costs, yet fill these requirements.
- 10** It must be sufficiently low in price that it may be given away with the plant.

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- ☐ Sample set of 5 pots at 50c. Limit one.
☐ Prices and details about pots, potting aids and advertising helps.
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STAN SAYS

Two Perennials

One of two long-lived perennials which should be in any old-fashioned garden is *Dictamnus fraxinella*, gas plant, one of the oldest of cultivated garden plants and one that has never been improved upon. Foliage is good, and there are two colors, pinkish lavender and a pure white. The plant grows 36 to 44 inches high and in the Pittsburgh district blooms May 10 to May 25. The second perennial, *Baptisia australis*, blue wild indigo, grows up to four and five feet in rich light soil and about four inches across; it is a fine plant for a country cemetery where it will not be disturbed. One of these plants grows right under an azalea in our garden and is a joy to behold when its blue flowers, like lupine, appear in May.

Annuals

In the latitude of Pittsburgh one can generally, though not always, expect a frost about May 10. Because of this frost most gardeners formerly never sowed annual seeds in the open ground until May 10. Lately this date was changed to May 1, and now I know of gardeners who sow annual seeds about April 20. By holding back one half of their seeds, they can make a second sowing in case the first lot of seeds is killed by frost.

A Scotch gardener told me recently that annuals should be set out early, even on May 15 in the Pittsburgh district. I refer to plants from hotbeds, coldframes or even greenhouses. If you pinch annuals, be sure to pinch only one-half the plants, as this operation delays flowering.

Prunus Subhirtella Autumnalis

If the autumn Higan cherry, *Prunus subhirtella autumnalis* bloomed in May, one would hardly notice it, but its dainty pink flowers are the first colored blossoms (*Cornus* mas precedes it) of the season, coming even before *Azalea mucronulatum*. (The first two or three appeared about April 2 in 1956, a late spring; it was in full bloom April 11.) Though its main flower show comes in early April, it fulfills its botanical name by producing a few blossoms on the lower branches for two weeks in late October and up to at least mid-November. I actually saw them in a Pittsburgh garden November 14, 1955. So unusual are these blossoms

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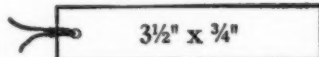
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(witch hazel is the only other shrub blooming at that season) that one of my customers, a prominent attorney, took them to his Pittsburgh office.

The structure of branches of this tree are the opposite of the Kwanzan cherry; while the Kwanzan has strong branches and prominent buds, the autumn Higan cherry has thin, willowy branches. For a tall element in the garden (where you have room), it makes a fine background plant, since it does not cast heavy shade.

ADDED SOUTHERN REPORTS

Supplementing the reports from southern wholesalers on spring business published in the preceding issue, a short review dated May 15 was received from J. Frank Sneed, Sneed Nursery Co., Oklahoma City, Okla., as follows:

"I have been waiting for a good rain to report on our prospects for next season. We received 1.3 inches last night, which will make the larger plants grow and the lining-out stock live. We have had an unusual season, due to the weather, which was dry last fall and also in the winter and spring. This increased our digging cost and also the cost of our field plantings. In fact, many retail nurserymen are complaining about the increased expense and overhead this season.

"Most of the nurserymen report good sales this spring, with about all the business they could handle, and I am sure they will have plenty of service work this summer, since insects have increased materially during the mild weather.

"We expect to have a good supply of finished stock, juniper grafts and lining-out stock for the coming season. The demand should be as large as or larger than it has been in 1955 and 1956. Of course, sales in the southwest will depend a good deal on the weather for the next year."

Texas Rose Cleanup

"The demand continues upward for both rosebushes and nut trees," states Clark Kidd, Arp Nursery Co., Tyler, Tex., in a review of the past season and a forecast for next year. His comments are:

"Except for a remnant of the mail-order season, shipping ended April 15. Storage places closed early. The area's roses sold 100 per cent. Probably a 25 per cent larger nursery crop could have been moved. The March, 1955, freeze reduced the supply, but growers' prices were mostly the same as last year, so income generally is lower. Income and expense were



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about 50-50, even-Steven, with little for the tax collector or union organizer to bother about.

"Stock growing for fall, 1956, and spring, 1957, is pushing up fast after an unusually cool spring and some six inches of rain in three days ending May 2.

"A guess: Stock counts are expected to reveal 13,000,000 bushes of 200 varieties, well below the 10-year normal for Texas.

"Cuttings, for 1958 rose understock, planted early survived well; planted late, resulted in poor stands, according to Dr. E. W. Lyle, of the Rose Research Foundation.

"Pecan trees will continue short, as regular customers get prorated production."

LITTLE-USED SHADE TREES

[Continued from page 8]

disposed of in the fall. Only selected budded clones should be planted, for seedlings are hopelessly uneven and variable in every respect. The trade owes a great debt to the Siebenthaler Co. for selecting and publicizing the introduction, the popular Moraine locust. Other outstanding clones are in the offing, too.

Sophora Japonica

2. Japanese pagoda tree, *Sophora japonica*. This tree is an extremely slow starter, but once it gets over 10 feet tall it grows much more rapidly. The foliage is not attractive to insects and the tree is drought resistant. Its outstanding feature is the large panicles of showy white pea-shaped flowers at an unusual time, late in July.

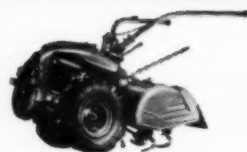
3. Ginkgo biloba. Here is a tree totally devoid of insect or fungous pests. It, too, is variable, and clonal selections are the next logical step. Only male clones should be selected, and they come in a wide variety of shapes. The ginkgo must have good soil for satisfactory growth.

Silver Linden

4. Silver linden, *Tilia tomentosa*. During the early days of the Japanese beetle infestation lindens fell into disuse throughout the east. Now that the beetles have markedly declined in numbers, the trees are becoming popular again. The rapid growth, ease of transplanting, regular oval habit and striking dark green leaves with silver undersurfaces make the silver linden a handsome tree, indeed.

5. Little-leaf European linden, *Tilia cordata*. This species, too, is

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making a rapid comeback in popularity. It is slow growing, stands confinement and has a regular conical habit, and in late May the intensely fragrant flowers are an outstanding feature.

Columnar Maples

6. Columnar Norway maple, *Acer platanoides erectum*. This splendid form, which originated at Rochester, N. Y., is only now becoming properly recognized, although it has been in the trade for many years. It is slow growing, with an erect narrow habit, which allows grass to grow up to the trunk. It is by no means a dwarf, for the parent tree is over 45 feet tall and still growing. It is especially valuable for narrow streets where few other tall trees can be grown.

7. Red maple, *Acer rubrum*. The red maple, unlike the pin oak, is a variable native species. As such, it is a fit subject for clonal selection and vegetative propagation. There are many naturally occurring specimens with a fine narrow habit of growth, well suited to special uses and locations. Individuals also vary tremendously in their fall coloration and in the bright red color and abundance of spring flowers. New selections are in production which will greatly enhance the usefulness of this splendid tree.

Green Ash

8. Green ash, *Fraxinus pennsylvanica lanceolata*. This is the best of the ashes for street tree use. It has fine glossy green leaves, which are retained much later in the fall than those of *Fraxinus americana*, which defoliates early. One of the most useful trees for the arid west, it is tolerant of drought under eastern conditions, too, and rapidly makes up into a moderate-size mature tree.

9. Zelkova serrata, Japanese Keaki tree. Although the Keaki tree makes a forest giant in its native Japan, it is a slow-growing, smallish tree in the east. With elm-like leaves and a habit reminiscent of *Ulmus carpinifolia*, it is one of the finest elm substitutes. The leaves are resistant to insect attack, and the tree itself is highly resistant to the Dutch elm disease. It is a tree destined to become popular once it is better known.

10. Cucumber tree, *Magnolia acuminata*. This is a splendid native magnolia, which was generally planted during Victorian days, but which later fell into disuse. This is puzzling, for the tree has many good qualities to recommend it—a neat

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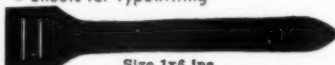
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formal conical habit, fine green foliage, ornamental fruit pods in the fall and a marked resistance to insect pests. An avenue of cucumber trees is an impressive sight.

For Diversification

To reiterate, these are all excellent trees infrequently planted. There are also excellent trees which are in common use. This list is by no means suggested to replace the others, but rather to supplement them and to underline the importance of diversifying shade tree plantings.

Some acrimonious disputes are in the offing about whether to use major trees at all, and some individuals will come forward, as always, with preposterous suggestions. The important thing to remember is that major trees must be properly and appropriately planted. The following suggestions should be considered in establishing new plantings:

Plant where there is adequate room for the trees to develop and where there are no overhead wires which will be the cause for expensive and disfiguring annual pruning operations.

Plant no less than 100 feet apart and plant the trees alternately rather than opposite each other along the street.

Interplant with quick-growing but short-lived minor trees, which will give an immediate effect and can later be inexpensively removed once they have served their purpose.

Minor Trees

Trees which mature at heights of 30 feet or less and average 20 to 25 feet under city and suburban conditions are here classified as minor trees. Some of them do grow larger in good soil and park conditions, but such conditions do not obtain on city streets. The shade tree function is a new one for most of these trees, which were formerly confined to ornamental specimen use, and it is attracting almost too much interest at present. Prime movers behind the minor tree idea are, of course, the utility companies, which are painfully aware of the annual costs involved in large trees in the wrong places. Their activities must be vigilantly watched, lest the utility "tail" wag the community "dog," and at all times pressure should be applied to locate power lines behind house lines wherever possible.

Minor trees have three uses for which they are preferable to larger trees: (1) Under utility wires where no other solution is possible, such as locating the trees back from the

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Size 3	Top . . . 8 1/2 ins. Bottom 6 1/2 ins. High . . . 9 ins. Weight per 100 Regular 30 lbs., Heavy 70 Regular Weight Price 100. \$5.00 1000. \$47.50 Heavy Weight Price 100. \$6.25 1000. \$60.00
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street lines. (2) In narrow streets, especially in older neighborhoods where the setback of the houses is inadequate. (3) As fillers of a temporary nature, interplanted between major trees to be removed when the large trees begin to mature and the minor trees decline.

Standards for Minor Trees

The following standards should be used in selecting suitable minor trees. They should grow rapidly at first after transplanting, reach a useful size and then abruptly slow down. They should live to a useful age without deteriorating. They should not be problem trees from an insect and disease standpoint, requiring lots of expensive spraying to keep them fit. They should give showy flowering or fruiting effects, for these are all too rare in major trees. Unfortunately, considerable publicity is being given to some minor trees which are notorious violators of one or more of the above principles.

A word about costs is appropriate here. Minor trees must not be considered cheaper than major trees. On the contrary, comparable planting grades are more expensive, for it takes a lot more work to get them up into street tree form. The savings come later in reduced maintenance

costs and in the eventual removal cost, and they are considerable savings over the major tree in the wrong place.

The following minor trees are well suited to the conditions in the area specified:

Cherry Trees

1. Yoshino cherry, *Prunus yedoensis*. This cherry is a superb minor tree, which grows rapidly when young, soon slows down and is covered with pendant clusters of fragrant pale pink to white flowers in spring. The tiny black cherries are relished by the birds and do not create a sidewalk problem. Together with the following cherry, this variety is the major component of the famous cherry blossom display at Washington, D. C.

2. Kwanzan cherry, *Prunus serulata* Kwanzan. Of all the double-flowering Japanese cherries, this variety is hardiest and best for street tree use. Many of the others are too spreading to allow pedestrian traffic on the sidewalks, but Kwanzan, with its upright habit and dense masses of deep pink flowers, is ideally suited to the purpose.

3. Golden-rain tree, *Koelreuteria paniculata*. This is the only real yellow-flowered tree which thrives

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pink to brown in the fall. The tree is rapid growing and thrives even in very poor soil. The large compound leaves create a bold tropical effect.

Crab Apples

4. Hopa crab apple, *Malus Hopa*. Among the various crab apples common in the trade, the Hopa crab heads the list for street tree planting. It has a formal upright habit of growth which carries the branches up out of the way. The spring display of pink flowers is profuse, and the red and orange fruits are ornamental. It has the requisite vigor to withstand street conditions and rapidly becomes a handsome small tree.

5. Amur cork tree, *Phellodendron amurense*. This tree is recommended for extreme city conditions, for it will stand abuse in the form of poor soil, smoke and toxic fumes. Of all the phellodendrons this species is the best, with glossy foliage and picturesque branching habit. The deeply grooved corky bark is an interesting winter feature.

Small Maples

6. Amur maple, *Acer ginnala*. There is a host of small-statured maples whose size makes them suitable for use as small street trees, but most of them are rather finicky as to soil requirements and will sulk on poor sites. The Amur maple or its close relative, the Tatarian maple, have no such drawbacks and will thrive in almost any location. They form rounded trees up to 25 feet tall and give spectacular effects in fall coloration. They are twiggy growers and must be carefully trained into shade tree forms in the nursery.

7. Carolina silver bell, *Halesia tetraetra*. The silver bell is ideally suited to small street tree use. It is another beautiful native which has consistently been neglected and overlooked, for it is one of the showiest trees in May, when each branchlet is outlined by a string of pendant white bells. It combines tolerance of adverse soil conditions, rapid growth and virtual immunity to insect pests and diseases.

Washington Hawthorn

8. Washington hawthorn, *Crataegus cordata*. Along with *C. mollis* this is the finest hawthorn for street tree use in the east, as it is a tall upright grower. It gives a fine show of white flowers in June; the foliage is attractive, especially in the fall when it turns brilliant orange and red, and the large clusters of red fruits persist late into the winter. A thornless clone, if discovered,

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would greatly increase the usefulness of this fine small tree.

9. Cut-leaved European birch, *Betula alba laciniata*. This tree or the common European birch is ideal for the temporary filler use described earlier. Although it does not reach a ripe old age in the Baltimore area, it grows rapidly, creates a beautiful effect of light and grace and is inexpensively removed when larger trees take over. A good spraying with DDT in April each year will keep the bronze birch borer out almost indefinitely, and that pest is the cause of the premature decline of so many birches.

Fragrant Snowball

10. Fragrant snowball, *Styrax abosia*. This tree is an almost unknown native of Japan, hardy from Philadelphia southward. It is a splendid ascending small tree, up to 25 feet tall, with large oval leaves and large racemes of fragrant white flowers in June. These attractive flowers and the trees' immunity to insect troubles are good reasons for adding this excellent ornamental to the list of minor street trees.

The same cogent reasons for diversifying major tree plantings apply with equal force to small trees. If a single variety per block is the local policy, then the planting should be varied on a block by block basis; so if some future disease should strike, the whole city will not be denuded at once.

General Recommendations

Major trees should be planted if at all possible, for, after all, it is they which really give shade and protection from the broiling summer sun. Nurserymen, active in town planning and local zoning activities, should make every effort to see to it that new developments are laid out with ample tree lawns, adequate setbacks for the houses and with the utility wires established in backyard lines, as many are doing already. If conventional shade trees are already established in narrow crowded streets, they should be replaced with small species as they are removed, to prevent a recurrence of the same problems.

Beautiful shade trees are an integral part of the setting for the American way of life. Both on a replacement basis and in the countless new developments springing up in what were previously open fields, shade tree planting is going to be a big activity for many years to come. It is the privilege and duty of the local nurseryman, who knows so much about tree varieties and their per-



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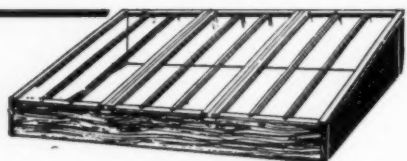


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15 x 4 feet	55.50	29.74
6 x 6 feet	35.10	22.28
9 x 6 feet	47.90	29.74
12 x 6 feet	60.45	34.46
15 x 6 feet	75.25	58.82
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formances, to see that they are wisely selected, adequately spaced and correctly planted.

ST. LOUIS MEETING

At the May 14 meeting of the Landscape and Nurserymen's Association of Greater St. Louis, presided over by President Robert E. Dascher, about 25 members were present. Acceptance of two new members brought the total membership to 98.

A tour, an annual project of association members for the past six years, was conducted for students of horticulture and landscape design at the University of Missouri, Columbia, Mo., in April this year. Students were guided by Harold Mosher, university department of horticulture, and P. W. Fletcher, department of forestry, through several local nurseries for demonstrations of plant propagation and handling of nursery stock in the field. Students also saw demonstrations of moving large trees and on a second day toured landscape jobs under construction. A landscape architect was present to explain all phases of the jobs.

A committee of three, Ben H. Houlihan, F. J. Habermier and Ralph B. Shugert, was appointed to plan the association's summer meetings, which are principally social occasions for members and their families.

The association has made up a decal for use on members' vehicles and buildings and has under consideration other means of publicizing their activities. The group is working out a set of more uniform specifications for landscaping both public and residential projects financed by FHA, to be presented to FHA officials. The next meeting was scheduled for June 11.

Fred Larson, Sec'y.

LANDSCAPE design, urban planning and land development form the activities of a business recently established by Genesio A. Simotti and Robert C. Greaves at 710 West Bender road, Milwaukee, Wis.

KELLY MARTIN, previously in the nursery business for about 10 years, is re-entering the field, operating the Salem Nursery, P. O. Box 215, Salem, Ill. At present he is growing evergreens.

AL NELSON, manager of and partner in the New Homes Landscape Nursery, 193rd and Halsted streets, Chicago Heights, Ill., recently leased the former Holm's Landscape Nursery from C. O. Holm, Homewood, Ill.

PLANT PATENTS

The following plant patents were issued recently, according to Rummeler, Rummeler & Snow, Chicago patent attorneys:

No. 1471. Rose plant. Robert V. Lindquist, Hemet, Calif., assignor to Hemet Wholesale, a partnership. A new and distinct variety of rose plant of the hybrid polyantha class, characterized particularly as to novelty by the distinctive rose-red general color tonality of its flowers, by its ability to produce flowers both singly and in clusters on stems from medium length to long and by the thorniness of its branches.

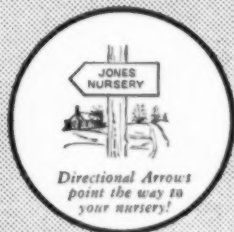
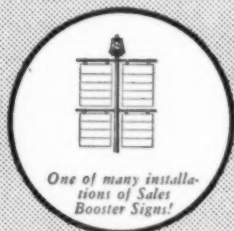
No. 1472. Peach tree. Grant Merrill, Red Bluff, Calif. A new and distinct variety of peach tree, which bears large, yellow-fleshed, freestone fruit characterized by a late ripening period; a bright yellow exterior color, mottled and streaked with red adjacent to the base, and by relatively juicy flesh, which does not darken upon exposure to air; further characterized, in comparison to the Merrill Fiesta peach, by fruit which is nearly as well colored on the exterior and almost as juicy of flesh, but which ripens usually about 30 days later; and additionally characterized, in comparison to the Elberta peach, by a ripening period usually about 70 days later.

No. 1473. Peach tree. Grant Merrill, Red Bluff, Calif. A new and distinct variety of peach tree, which is of moderate vigor and is a regular bearer of large freestone fruit, having yellow skin with a red blush and yellow flesh, mottled and streaked with red next to the stone; characterized by a relatively late ripening period of the fruit; further characterized, in comparison to the Merrill Fiesta peach, by ripening usually about 20 days later, but having somewhat less exterior color. It is additionally characterized, in comparison to the Elberta peach, by ripening usually about 60 days later; by the fruit sizing easily, being relatively juicy, firm and meaty, with little mealiness when eaten ripe and being sub-acid to mild in flavor. It is of excellent shipping quality and does not darken upon exposure to air.

No. 1474. Avocado tree. J. M. Allred, Jr., Baldwin Park, Calif. The new and distinct variety of avocado tree, distinguished as to novelty by its ripening period in the early fall; by the medium-size fruit of medium green background, speckled with light yellowish-green specks that are close together at the lower end of the fruit and become less pronounced and further apart as the stem end is approached, disappearing almost entirely at the immediate area surrounding the button, when fruit is fully matured; by having a skin that is thin, pliant, tough and smooth, but not glossy, the skin adhering tightly to the flesh; and by the fruit being borne on short-length stems. The fruit, having a medium-size relatively loose seed and rich yellow flesh that gradually changes to a light green color near the skin, has practically no fiber, and has a butterlike consistency.

PAUL FALLIS recently opened the Tri-State Nursery at West Memphis, Ark.

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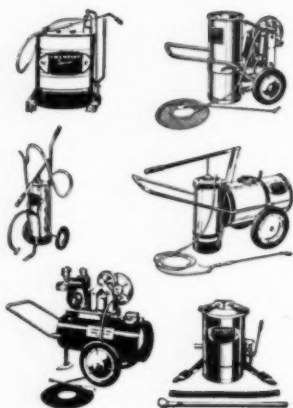


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DIEBACK OF CAMELLIAS

Dieback, one of the worst diseases of camellias in the south, can be controlled by a timely spraying of the plants with Bordeaux mixture.

Plant pathologists Louis Anzalone, Jr., and A. G. Plakidas, of Louisiana State University, announced this discovery before the American Phytopathological Society meeting at Atlanta, Ga.

Earlier investigations by L. S. U. scientists had shown that dieback is caused by a fungus parasite that most often infected camellias by entering through scars left after the natural fall of leaves from the plants in late winter.

Recent experiments, made first in the laboratory and then in the field, proved that this infection could be stopped by applying protective sprays of Bordeaux mixture—Captan sprays also proved reasonably effective—just before and during this relatively short period of leaf drop.

In their tests, the plant pathologists removed some of the leaves, sprayed the scars with fungicides and then artificially inoculated the plant with a fungus spray. The infection in Bordeaux-treated plants was 28 per cent, in Captan-treated plants, 47 per cent, and in untreated plants, 82 per cent. In other tests, when fungicides were applied to plants before leaves were removed and plants inoculated, the respective infection percentages were 16, 34 and 69.

Related Research

In related research, Louis Anzalone, Jr., and L. W. Baxter teamed their efforts to prove that a chemical dip would improve the take of camellia grafts by preventing dieback infection.

In the south, nurserymen commonly propagate camellias by grafting, usually on sasanqua or japonica rootstocks, and just as commonly, a high percentage of these grafts fail.

The pathologists say the reason for these poor grafts is the fungus, dieback, and that the way to stop this trouble is to dip the scions in a fungicide solution prior to grafting.

In greenhouse and field tests, these two scientists had good success with dips of both Captan and Ferbam—three pounds of active chemical in 100 gallons of water. However, Bordeaux sprays did not prove effective.

A 30-second dip increased the average take of grafts for five camellia varieties from 80.5 to 97 per cent for Captan and to 92 per cent for Ferbam.

Most striking success with the dips was with the normally hard to graft

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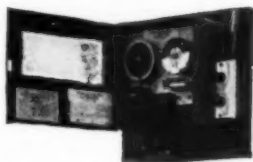
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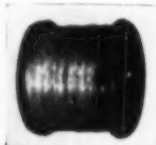
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BLACK ROOT ROT OF APPLE

Black root rot, a major cause of apple tree mortality, can be prevented by treating orchard soil with carbon bisulphide the summer before new trees are set out.

Carlton F. Taylor, plant pathologist of the West Virginia agricultural experiment station, Kearneysville, said that of 56 untreated trees planted from 1942 to 1948, 10 had been killed by this disease. In contrast, only one of 71 trees planted during the same period, but treated with carbon bisulphide, had been destroyed by black root rot.

CAN GROWING IN EAST

[Concluded from page 14]

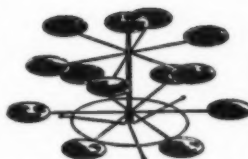
the plants are of a size that require it, or are able to take it, we feed with these nutrients every two to three weeks during the growing season.

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such as azaleas, pyracantha, hybrid rhododendrons, etc., put aluminum frames around each bed. Other cans that are left in the open, we have mulched with sugar cane. They pulled through the winter of 1954-1955 well.

The can operation in the east is in its infancy. Those venturing in this type of business have a lot to learn

and should proceed carefully until they have learned the proper drainage, soil mixtures, watering and the wintering over of these plants. We believe the can operation will be a permanent part of our nursery growing. At the present time we are growing between 40,000 and 60,000 plants in cans and expect to double this within the next two years.

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